A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 30, 1966

Trade Mission reports on Iran, Afghanistan

pages 2 – 24

International Trade Winds Newsletter

Company News

BANKING—The First National City Bank of New York will open a new office in Riyadh, Saudi Arabia, this summer. The branch office is said to be the first non-Arab bank in the Saudi capital.

RUBBER CHEMICALS—Monsanto Co. has announced plans to manufacture rubber chemicals at the plant site in Antwerp, Belgium. The Belgian plant is intended as a multi-product base to serve European industry.

SEWAGE TREATMENT—Dravo Corp., Pittsburgh, has begun overseas marketing of its line of sewage treatment plants by licensing two European companies to manufacture and sell the equipment. The companies are Flebu Luftteknikk, Sandvika, Norway, manufacturer of heating and air-handling equipment; and Filtra, manufacturer of filtration equipment in Milan, Italy.

BOILERS—Babcock & Wilcox, New York, announced the sale of a $4 million Universal Pressure boiler system to Hidroelectrica Espanola. I.G.E. Export Division of General Electric is the principal contractor; Gibbs & Hill, New York, is the consulting engineering firm. The UP boiler will boost Hidroelectrica Espanola's thermal capacity from 569 to 858 mw to meet industrial and domestic power needs, which are increasing about 11% annually throughout Spain.

PAPER CUPS—American Can Co. and Sanitary de Mexico, S.A., an affiliate of Impulsora Commercial e Industrial, have signed an agreement for American Can's equipment and technical assistance in the production of paper cups. The American firm produces a partial line of paper products in Japan, Venezuela and Sweden and is also considering production in Germany.

Free space is offered on a first-come basis to any U.S. company willing to set up an exhibit in our Bangkok Trade Center during the Asian International Trade Fair, Nov. 17-Dec. 10. Annual Bangkok fair attracts more than half million buyers, has 40 government pavilions. U.S. Trade Center in heart of downtown Bangkok, frequented by all Fair visitors, has movie and conference rooms, too.

Fifty-six appointments with buyers in Barcelona and Brussels were made by U.S. commercial officers in those cities for the recent Arkansas Trade Mission. Pinning down hard-to-reach government and private executives is routine on behalf of all Missions qualified for Commerce approval.

Offers to invest, from four manufacturers and eleven distributors in the U.S., were received by a Santiago company offering production facilities, in I/C. Looks like the company will soon make a complete line of paints and varnish under U.S. license.

St. Louis industrialists are planning a Commerce approved Trade Mission to Mexico, Central and South America, Oct. 29-Nov. 12. St. Louis Chamber of Commerce is the sponsor.

More buying trips to the U.S. are planned by the Spanish Galerias Preciados department store chain after their America Week success. Practically all items, including food (80% sold), moved quickly. Imitation jewelry did not, and there wasn't much interest in the sports equipment shown.

A special workshop session in Mexico City has been scheduled by the American Society of Tool and Manufacturing Engineers so members may participate in demonstrations at the U.S. Exhibition there, Aug. 1-13.

Appointment of agents, and good off-the-floor sales were features of a preliminary report from the London Trade Center Hi-Fi and Stereo Show. Watch for the final report in I/C.

Engineering Trade Missions to Central America, South America and the Far East have been scheduled for the Fall by the Consulting Engineers Concil, after their successful mission to Africa in 1965.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Trade Mission members visited a modern auto plant in Iran and inspected high quality oriental rugs in Afghanistan during their April 3-30 trip to survey the prospects for increased U.S. trade and investment in both countries. They report their findings on pages 2 through 24, and the forty specific investment proposals they received from Iranian and Afghan firms are listed on pages 36-38. Trade opportunities in specific products appear in the World Trade Opportunities section.

International Commerce

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Special Report

Trade Mission finds good markets for U.S. in Iran, Afghanistan
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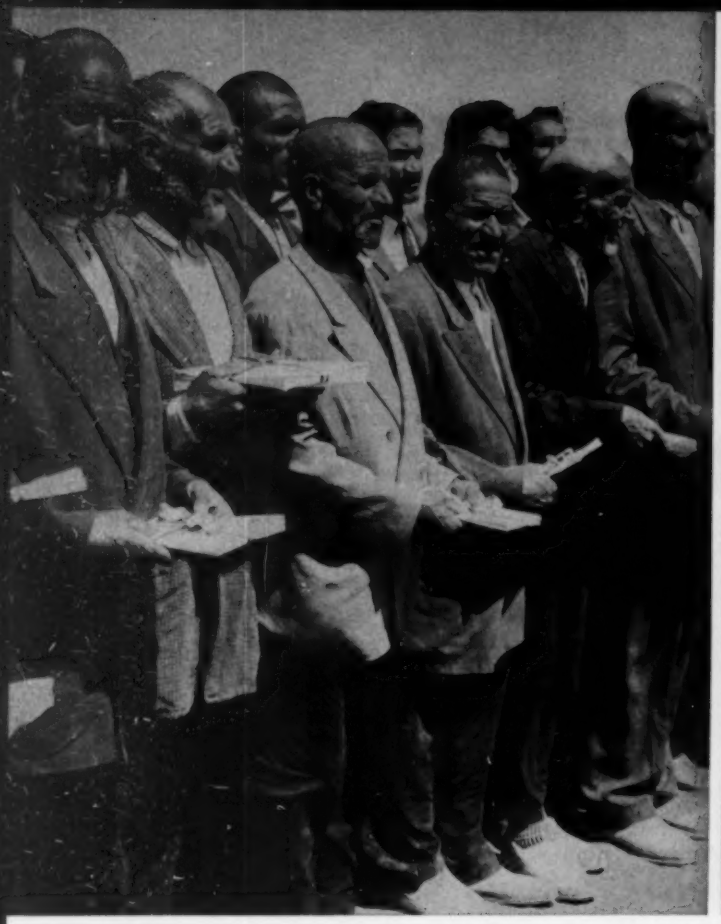
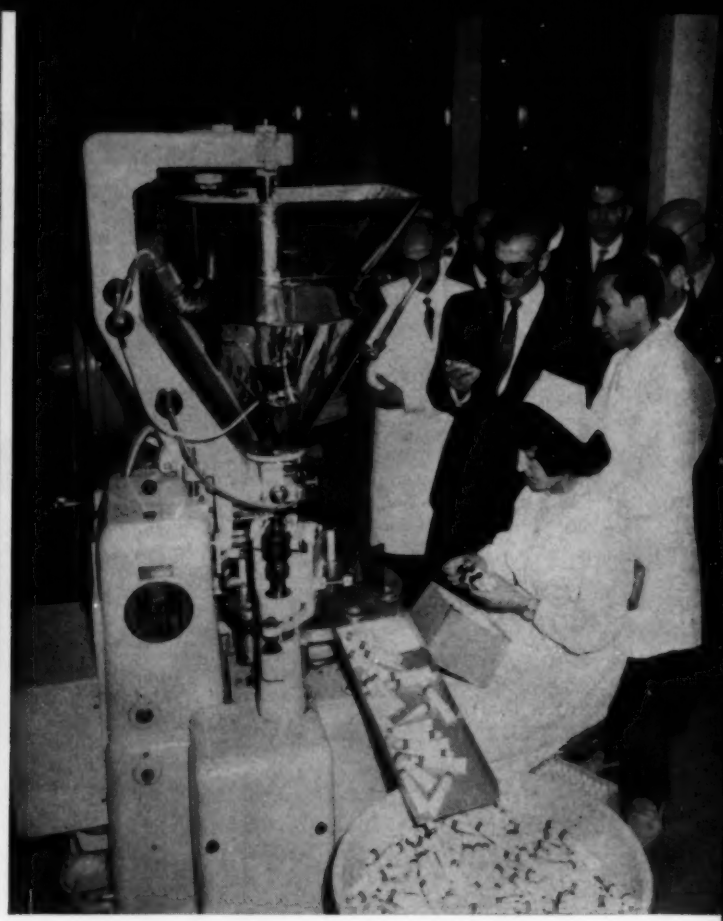


IRAN'S FUTURE IN AGRICULTURE may be in their hands, as farmers hold new land deeds. Eventually their families will be customers for machinery.



IRAN'S FUTURE IN INDUSTRY may be symbolized by this modern pharmaceutical plant. Iran's Shah (dark glasses) watches high-speed production.

U.S. MISSION REPORTS

Iran, Afghanistan offer good markets now, later

Group returns from month-long visit with 200 specific opportunities for business there

From Iran:

- 1966 seen as outstanding business year
- Oil income on upward curve
- High rate of imports should continue
- Lively interest in machinery, equipment
- New development plan is in preparation

From Afghanistan:

- Market will become more important
- Bigger role for private business seen
- Leaders eager for U.S. know-how
- Foreign investment law being rewritten
- Most foreign trade is through Government

AFGHANISTAN'S FUTURE IN AGRICULTURE may depend on full use of its improved road system. Some highway construction machinery is from U.S.

AFGHANISTAN'S FUTURE IN INDUSTRY will be affected by modernization of techniques. Variety of weaving operations may be seen in this country.

Iran and Afghanistan offer some first-rate markets for U.S. traders and investors.

Though their economies and their needs differ both countries are progressing. Their development calls for buying and building, as they look to the future.

Iran offers both immediate and long-term prospects. So does Afghanistan, though its long-term possibilities may be more apparent.

These are the findings of a U.S. Agricultural and Industrial Trade Mission which spent the month of April in the two countries looking for business for U.S. firms.

The Mission was made up of six U.S. businessmen with widely varied interests: Food processing, agricultural and industrial machinery, machine tools and light metalworking machinery, construction and roadbuilding equipment. Completing the eight-man group were a Director and a Trade Development Officer from the Commerce Department.

Sent out by the Department's Bureau of International Commerce, they took along 415 business proposals drawn up by U.S. firms for consideration by Iranians and Afghans and returned with more than 200 specific leads for consideration by the U.S. business community.

In Iran April 3-24, the Mission members visited Tehran, the capital city, and Tabriz, Isfahan, Shiraz, Ahwaz, and Khorramshahr. They held more than 200 interviews with individual businessmen, and visited 57 plants, farms, and projects.

Moving on to Afghanistan for the last week of their month-long tour, the Mission was received in Kabul by the Prime Minister and other Government officials and business leaders. The members conducted 45 interviews, most of which resulted in specific leads for the attention of U.S. firms.

Other activities included inspection of factories and irrigation projects, and a visit to Kandahar.

Individual Mission members will be meeting with U.S. businessmen across the country to discuss their findings and to talk about the market prospects in the two countries. These follow-up conferences will be announced in the weekly calendar for international traders inside the back cover of INTERNATIONAL COMMERCE.

The businessmen who participated were Francis L. Bligh, Eversman Manufacturing Co., Denver, Colo.; Thomas J. Burke, Jr., Glacier Orange Co., Cincinnati, Ohio; Elmer W. Klapmeier, Klapmeier Industries, Inc., Mora, Minn.; Frank L. LaDue, Concrete Pipe Machinery Co., Sioux City, Iowa; Paul A. Mariani, Paul A. Mariani Co., Inc., Cupertino, Calif.; and Mark M. Mayers, Mayson Co., Baltimore, Md.

Most of the leads culled by the Mission are reported in this issue—on pages 39-46 of the World Trade Opportunities section, and on pages 36-38 of the Investment Opportunities section.

The final reports of the Mission members for each of the two countries visited, and an article by the Commerce Department's Iran Desk Officer, are presented in this special section, on the following pages.

MEMBERS OF THE TRADE MISSION to Iran and Afghanistan met with Government and business leaders in both countries to discuss the market potential.

MISSION REPORT: THE MARKET

Iranians shop around

Confidence is keynote; both Government, private customer want best terms available

By DAVID E. WESTLEY
Mission Director

Three busy weeks in Iran convinced the members of the Industrial and Agricultural Development Mission that there are a great many opportunities—both immediate and longer range—to sell in Iran.

WESTLEY

Face-to-face discussions with hundreds of Iranian businessmen and officials revealed an effective demand for a variety of U.S. machinery, equipment, and technical and managerial services, especially in those fields covered by Iran's development plan. Food processing equipment of all types and agricultural machinery and implements appear to have a particularly good market.

The discussions revealed that there is strong competition from other countries, and also disappointment resulting from the lack of interest and flexibility shown by many U.S. exporters regarding terms and credit.

Confidence is the undoubted keynote of the Iranian business scene today—confidence that the country's economy will continue its upward trend without serious interruption and in the country's basic stability.

Along with record governmental expenditures for development projects, supported by rising oil revenues which already exceed $500 million a year, activity in Iran's private sector has been at a high level. This trend, which has prevailed for the past few years, has created a need for many goods and services not available locally. Iran's imports in 1964-65 (year ended March 20, 1965) achieved a high of more than $750 million, of which $132 million came from the United States.

Total imports for the Iranian year which has just ended are expected to top $800 million, with a concomitant increase in the total from the United States. Chief suppliers are the United States and Germany, each with 17 to 20% of the market, followed by the United Kingdom with 12 to 15%. Other important competitors include Japan, France, Italy, the USSR, Australia, and the Netherlands.

Outstanding year seen

Looking ahead, both business and governmental sources expressed the belief that the new year which began on March 21, 1966, should also be an outstanding business year. Import and foreign exchange regulations covering the forthcoming 12 months—which were released just before the arrival of the Mission—are little changed from the relatively liberal policies which prevailed last year.

While there is an intention to reduce Government spending, Iranian financial authorities are reluctant to put a damper on the current hardwon upsurge in business confidence and in private investment activity, and they are also reluctant to risk a slowdown in the country's economic expansion. The mildly restrictive credit and import restrictions which had

been imposed earlier will suffice, at least for the time, it is felt, to keep private imports close to present levels without endangering the country's reserve positions.

So long as oil income continues on its present upward curve, a continued high rate of imports along with good crops will help maintain internal price stability. That Iran's international credit standing is very strong is an additional factor which emphasizes the strength of this market.

The Mission early became aware of a strong tendency on the part of the Iranian customer, private businessman and government agency alike, to take advantage of the country's strong economic position and the presence of increasing numbers of salesmen from abroad, including those from Soviet bloc countries, to shop around for the best prices and terms available. Unfortunately, quality is frequently a secondary consideration. Accompanying the strong new confidence in the country's stability and future progress, there is widespread interest—fostered by governmental policy—in local assembly and manufacture of products now being imported.

Some of the most important opportunities for U.S. suppliers revolve about the country's comprehensive $2.667 billion, 5½-year plan for economic development which runs through March 1968. (A new 5-year plan, also to be financed by oil income is under preparation.) Although implementation of the development projects included in the Third Plan are lagging somewhat behind scheduled expenditures, the outlay has been greatly increased compared with previous years. Developmental expenditures by the Plan Organization in the nine-month period, beginning March 21, 1965, amounted to $368 million. Recent expenditures have centered about roads and other communication facilities, agriculture and irrigation, industry and mining, housing and construction, and electric power and fuels.

Sales target

Iranian Government agencies represent an important sales target. While the Foreign Transactions Company of the Ministry of Economy procures the operating requirements of a number of agencies, others purchase directly. Government purchasing may be through closed or open tender and many agencies require performance bonds—a requirement which sometimes nettles the supplier but which is intended to eliminate marginal bidders—and inspection prior to shipment. C&F quotations are usually specified, because Iranian law stipulates that the Iranian Government Insurance Company insure all Government purchases.

TANKER LOADING OIL is a familiar sight in Iran, the world's sixth largest producer of crude.

One of the recurring admonitions to Mission members was the need for closer attention to the Iranian market by home offices. A pattern of infrequent visits by U.S. company officials was especially noted as detrimental to serious sales prospects, and the delegation of market responsibility to regional offices in Western Europe or to nationals of other countries in the area was decried.

Representation necessary

Most foreign companies that are successfully competing in the Iranian market have good local representation, American or Iranian. An able representative who is fully conversant with local business procedures is a necessity for keeping the exporter posted on new opportunities that may be developing and to maintain necessary contacts. Although Government officials frequently consult with foreign representatives when a project is being implemented, a man on the spot who may be able to have his company's specifications included in the tender offering and who is on hand for the long periods sometime necessary to negotiate a Government contract is extremely valuable.

A distributorship is the most common form of representation for foreign firms, especially for products such as machinery, motor vehicles, and certain consumer items entailing servicing and the stocking of equipment and spare parts. Most distributorships are on an exclusive basis for the country as a whole and tend to be located in Tehran. However, appointment of agents in other important centers outside of the capital should not be overlooked, especially where an aggressive representative can be located.

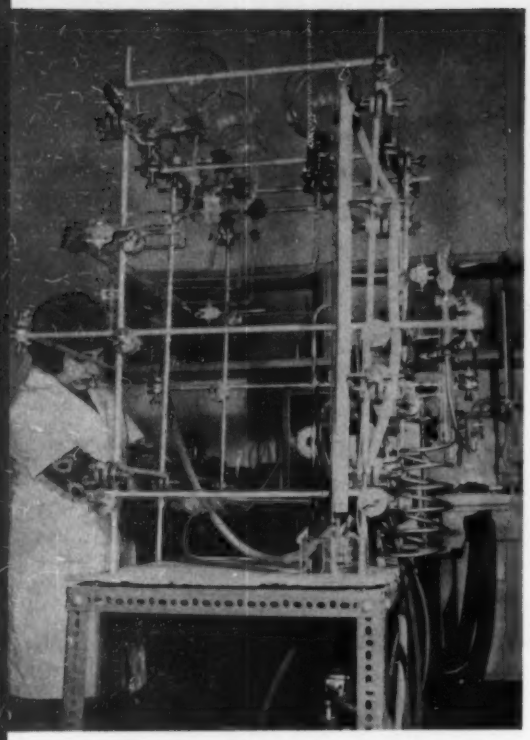
Credit is key

There is a saying in Iran that "you can sell fever on credit!" Many Iranian dealers and business entities have adequate capital for financing commercial operations and because of the high cost of financing (up to 25%), credit terms tend to be a key factor in the relationship between dealer and exporter.

Payment terms are partially controlled by the Central Bank of Iran which stipulates that certain items must be covered by a letter of credit and requires an advance deposit in such cases ranging all the way from 15% for fertilizer to, for example, 100% for such nonessential products as musical instruments.

Some goods may be imported on a draft basis with a maximum maturity basis set by the Central Bank. Most industrial machinery such as food processing, road construction, textile, and agricultural equipment carries a maximum maturity period of two years. Exceptions can be made, however, by the Central Bank.

Iran's import policy aims at the promotion of economic development and



OIL PROVIDES MOST of the foreign exchange which pays for Iran's imports. This technician at the National Iranian Oil Co. Research Center in Tehran is looking for new uses for petroleum by-products.

domestic industry, while maintaining financial stability. The policy is fairly liberal, but imports of most luxury or nonessential items, including those for which domestic production is considered sufficient to meet local demand, are banned.

Iranian import regulations are revised annually at which time changes may be made in the list of prohibited imports, in the import duties, commercial profits taxes (levied in addition to import duties), and in financial requirements for the importation set forth by the Central Bank. There are no preferential tariff rates.

The Mission encountered widespread interest in joint ventures. Because the policy of the government of Iran is clearly oriented toward expansion and protection of domestic industries, some suppliers may find it to their long-term advantage to grow with the Iranian market by some form of licensing or joint venture arrangement.

Many forms

Investment proposals took many forms, but a common element in most was a requirement of technical and managerial skills not otherwise available within Iran. Nearly all were insistent, however, that the U.S. partner have an equity participation in the venture, not necessarily because of the need for additional capital, but to insure a continuing interest of the U.S. firm in the operation of the enterprise.

Liberal law

The Government is eager to attract foreign investors to Iran and has a relatively liberal foreign investment law and regulations containing a number of safeguards for investors. There are special concessions for new enterprise locating outside of the Tehran area, where the Government wishes to develop new industries.

There is also an Investment Guaranty Agreement between the United States and Iran which makes it possible for investors to obtain guarantees against loss from possible foreign exchange difficulties in the repatriation of profits and capital investments, and from expropriation. Amendments which would include extended risk and war risk coverage are under consideration.

Investment center set up

To facilitate new investments, a Center for the Attraction and Protection of Foreign Investments in Iran, charged with advising and providing assistance to potential investors, has been established.

Mission members were unanimously impressed by the Industrial, Mining and Development Bank of Iran (IMDBI), which finances new industries and makes long- and medium-term investments. This dynamic institution, in which there is U.S. capital, has spearheaded and taken equity participations in a number of important joint ventures and appears to exert a stabilizing and clearly beneficial influence on the establishment and operation of the enterprise.

Move carefully

While there are many problems involved in joint venture operations in Iran—there are nonetheless opportunities for those U.S. companies able and willing to meet the challenge—a challenge which a number of American firms recently have accepted. Potential investors should be prepared, however, to move carefully and with patience. They should be careful to avoid misunderstandings, avoid verbal agreements, and seek clear, written understandings on all key points, such as tax liabilities, managerial control, tariff concessions, assurances on continued supplies of imported raw materials, and the capital evaluation of the foreign equity value of machinery, materials, and technical services contributed to the enterprise.

MISSION REPORT: BUILDING

Outlook is good for construction equipment sales

Large-scale public works programs will continue

By MARK M. MAYERS

Mayson Co., Baltimore, Md.

Iran, a country one-fifth the size of the United States, is populated by more than 22 million people.

MAYERS

For several thousand years the people existed on that which the land could provide. Then, not so many years ago, gold in the form of oil was discovered; and the sale of this resource continues to produce the wealth which is enabling the country to acquire modern ways.

As modernization has begun, the need for construction equipment is evident. The progressive Government is encouraging an agricultural and industrial revolution. It has undertaken many ambitious public works programs as well as reforms in health, education, and welfare.

These steps have given impetus to the business community, and a feeling of mobility, prosperity, and progressive reform is foremost in their minds. A new word, "need," has been introduced into the people's lives, and they now possess the initiative and wherewithal to fulfill it.

Harnessing power

The power of the ancient rivers is being harnessed. Modern irrigation methods are becoming known to the farmers. The country is becoming electrified. A highway system with feeder roads is being built. Asphalt has become a common word. Sanitary systems are being built in the cities. A telephone no longer startles the citizenry, and modern airports are linking the nation.

Thus, a nation on the move, now in its adolescence of development is entitled to "a new horizon for great business op-

portunities." The astuteness of the Iranian business community, however, is not to be underestimated. Their prosperity and ability to pay have enticed the world to compete for its business. Competition is keen and the potential customer, if underestimated, will always remain only a potential. The sales efforts of U.S. companies must be of the same caliber as in competing within our own markets—the Iranian market is of sufficient proportion to warrant the effort.

Need more and more

There are numerous opportunities, but of high priority is the need for more and more construction equipment. Large-scale public works programs will continue, and this requires the utilization of dozers, scrapers, cranes, rollers and every conceivable type of modern equipment. While the cost of labor is comparatively inexpensive, production is of the utmost importance. A contractor must have a sufficient quantity of diversified equipment in order to qualify to bid and compete.

Iranian contractors now are equipping themselves to undertake projects of all sizes. The present policy is that all large contracts must be a joint venture undertaking with a foreign contractor. This policy will be changed as more Iranian contractors have the wherewithal to undertake projects of magnitude. The present workload for equipment and the buildup increases the demand.

U.S. equipment manufacturers must be prepared to compete on the same basis as in our local markets. The logical approach is to grant distributorships to existing Iranian supply companies. Manufacturers must be prepared to furnish not only equipment but replacement parts, and to train personnel to service their products.

The demand for material handling equipment for general construction is increasing, although Iran is still a few years away from extensive automation. Nevertheless, now is the time to start priming the market for future sales.

I had the privilege of speaking with many Iranian businessmen. There is a certain apathy toward doing business with Americans. They recognize the quality of our products, and though we have advanced to a degree which exceeds the present Iranian demands, this is not true for construction equipment. If we are to maintain our reputation and attempt to expand our foreign markets, Iran is perhaps the most logical country to which to look. It is a sophisticated equipment market, but this is the type of market in which we Americans can best compete.

MISSION REPORT: AGRICULTURE

Iranian farmers need equipment, techniques to satisfy nation's fast-rising dietary demands

Large tracts of well-watered, fertile land available for joint ventures; Iranians prefer heavier, better-built U.S. equipment

By FRANCIS BLIGH
Eversman Manufacturing Co., Denver, Colo.

Iran's agricultural future is bright. Landowners are again investing in machinery and land improvement, having held back for several years following the introduction of a land reform program. With the second stage of the program completed, ownership of individual parcels of agricultural land appears to be firmly established.

BLIGH

Farm equipment sales are increasing, partly because large land owners can hold title to their land only if they are mechanizing their operation, partly because of a growing realization that Iran can only feed itself by mechanizing food production, and partly because of the truly outstanding profits a well-organized and mechanized farming operation can produce.

Iran is a heavy importer of sugar, vegetable oil, feed grains, and wheat. The Iranian Government hopes to replace most of these imports by 1970 through domestic production, and reportedly has imposed a system of annually-increasing import duties in order to curtail importation and encourage local production. It is doubtful, however, whether the import gap can be made up as planned since the dietary requirements of the average Iranian are rising explosively as more and more people enter the money economy, and the Government has elected to make its major investments in industry rather than in agriculture.

Iran reportedly has about 6500 tractors in operation, about one for each 2500 acres of crop land, but plans to import only 1600 in 1966, 2500 in 1967, and 4000 in 1968. A Swedish-Iranian group assembled 100 Volvo tractors in 1965, and hopes to assemble and partially manufacture more in 1966.

Equipment loans are practically unknown, with even the Agricultural Bank loaning money only against land or securities. Crop and cattle loans are equally scarce. Thus the credit base of the farmer is severly restricted. Equipment is available through a Government-organized institution (bonga) on attractive terms, but only a limited choice of equipment exists and often it does not satisfy the farmer's needs. Spare parts and after-sales-service are practically non-existent.

These defects, which unfortunately also exist in the private sector, the Government now hopes to remedy by permitting each make of tractor to be sold only in a limited territory and forcing the distributor, in consideration of a protected territory, to establish satisfactory service facilities. The recent press announcement of an agreement with Rumania for 15,000 tractors (56 hp) and implements is significant. Should the report prove accurate, it may discourage the private sector completely, for the Rumanian tractor could well preempt the whole market!

Farm managers needed

The Iranian farmer is not the gambling type, since he has never been economically secure enough to take a chance. He adopts new agricultural techniques very slowly. There also seems to be no well trained—operationally, not theoretically—group of agronomists and potential farm managers.

Many landowners have had poor results attempting mechanization guided by their own efforts and locally procurable talent. Thus, large tracts of well-watered, well-endowed land are offered for cultivation, preferably on a joint venture

Market profile—Iran

Area: About 628,000 square miles.

Population: Estimated at 23.4 million. Predominantly Moslem. Chief language is Persian (Farsi). Urban population represents about 30% of total.

Principal cities: Tehran, capital, about 2.5 million; Tabriz, 390,000; Isfahan, 340,000; Meshed, 315,000; Abadan, 305,000.

Currency: Rial. Rls 75.75=US$1; Rls. 10=1 toman.

Gross national product: 1964 estimate, $5,038 million; per capita GNP, $215.

Development program: Third development plan covering the 5½ year period ending March 1968 calls for public investment of $2.6 billion, about three-fourths for development of agriculture, transport and communications, power and fuel, and industry and mines.

Agriculture: Chief crops are wheat, rice, barley, fresh and dried fruits and vegetables.

Petroleum: World's sixth largest producer of crude oil—660 million barrels in 1965.

Imports: 1965 [1], $750 million; 1964 [1], $519 million. Major suppliers: West Germany, 19.2%; U.S., 17.5%; U.K., 13.7%. Major imports: machinery, iron and steel, chemicals and drugs.

Exports: 1965 [1], $1,140 million; including $988 million in petroleum; 1964 [1], $1,015 million, with $888 million in petroleum. Major markets for non-petroleum exports: USSR, 14.8%; West Germany, 13.2%; U.S. 13.2%. Major exports: petroleum, carpets, raw cotton, dried fruit, nuts.

Gold and foreign exchange reserves: $234.4 million, of which $127.4 million is blocked for note cover, as of Dec. 21, 1965.

[1] Year ending March 20.

basis; but also on a management contract basis, with a profit sharing agreement and provisions to invest the profits in the land.

These ventures offer truly outstanding profit opportunities to U.S. farm operators specializing in wheat, sugar beets, oil crops, vegetables and rice.

The Iranian farmer has less resistance to innovations in implements and readily absorbs large quantities of motor tillers, mostly Japanese, for rice culture. It seems surprising that the capable U.S. industry in this field is not participating in this lucrative market.

In some instances agricultural investment policies appear to have been formulated by directorates composed of men not closely associated with agriculture. For example, a vast number of Government and privately owned sugar mills have been built without providing a full-scale, high-intensity program to modernize agricultural practices and make the necessary investments in land leveling and efficient irrigation systems.

As a result, the tonnages of sugar beets produced are insufficient for a sustained, profitable mill operation. At one plant visited, out of 18,000 acres in sugar beets, all irrigated, only 1,800 are rowcropped —drop planted by hand (3-4 polygerm seeds per hill, 8-inch spacing)—and 200 acres machine planted. Since the land has not been leveled, the beets, as all other irrigated crops, are planted in tiny checks, some as small as 200 square feet, resulting in an inordinate waste of scarce and expensive water.

Yields are low

With most crops seeded by broadcasting on poorly fitted ground, seeding rates are very heavy—22 lbs. per acre for sugar beets—and yields are low. For contrast, row cropping precision levelled land doubles yields as repeatedly demonstrated in actual farming operations. In overall planning the piecemeal approach seems to prevail.

Rather than getting a job well done, money is appropriated only to do a partial job—perhaps because of a lack of realization as to the type of facilities needed to establish truly efficient farming operations.

Thus on one of Iran's proudest and best organized projects, 30,000 acres of Class 2 land is used ineffectively because authority to disburse already-budgeted funds for a low-cost land-planning operation apparently cannot be obtained.

Such rough spots are practically unavoidable in an economy advancing as rapidly as Iran's and will undoubtedly be eliminated in time. However, considerably greater investments must be made *now* in agriculture, not only in capital, but more importantly in technical expertise.

Farm equipment sales are increasing, and substantial opportunities exist for U.S. manufacturers making a determined effort to enter this market which has been dominated by European equipment manufacturers who are favored by a substantial price advantage.

Iranians seem to prefer U.S. equipment, which is heavier and better built. Tractors like John Deere, Case and Minneapolis Moline are sold in important numbers. Out of 16,289 tractors imported between 1957-65, the U.S. supplied 3,077; of 1,844 combines, 870 were from the U.S., mostly Allis Chalmers.

Should increase

Sales opportunities should increase as Iranian agriculture makes better use of its available acreage and requires the tools in which U.S. manufacturers have specialized: large (60-100 hp.) wheel tractors, heavy duty plows and harrows, planting equipment, sprayers and irrigation equipment.

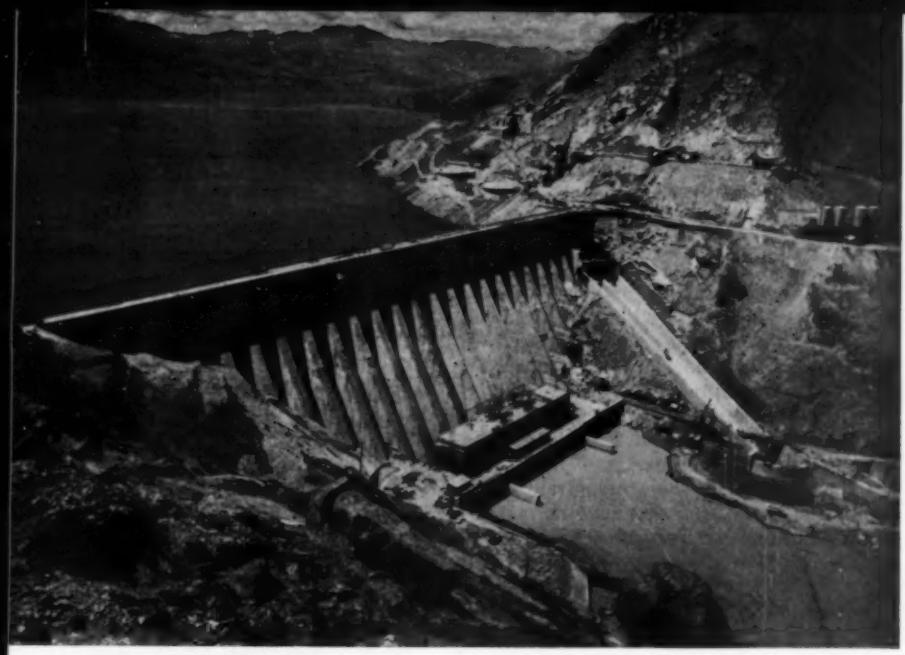
Distribution is concentrated in Tehran; however, with increasing business volume there is strong interest in the agricultural centers like Ahwaz, Shiraz, Isfahan and Meshed to represent U.S. manufacturers directly. Presumably, this would improve the competitive position of U.S.-made implements now burdened by high distribution costs.

As already indicated, many very attractive investment opportunities exist for U.S. farmers interested in expanding their operations: good irrigated land sells locally at $80-$300 per acre and an operation can be organized on a joint venture or management contract basis.

All major crops are in short supply and enjoy guaranteed prices scaled to the small farmer's productivity rate. Kenaf is in great demand to offset the substantial jute imports. Sugar mill by-products, particularly pulp, are exported while cattle and sheep are imported.

Beet sugar industry-based livestock raising and fattening operations are practically unknown and offer another attractive investment or management opportunity to U.S. farm operators.

These opportunities bear investigating and may prove substantially more attractive due to greater political stability, better and more responsible labor than similar opportunities offered elsewhere.



TO ALLEVIATE WATER SHORTAGE, Iran has built hydroelectric works such as Karaj Dam near Tehran.

MISSION REPORT: FARM EQUIPMENT

Iran's development programs put vigor into agricultural economy; modernization seen

Equipment will be needed in move from traditional to more progressive methods; most production still by hand labor

By ELMER W. KLAPMEIER

Klapmeier Industries Inc., Mora, Minn.

U.S. businessmen who desire to penetrate the market in Iran must keep in mind that the country is both primitive and modern. There are immediate business opportunities, but for the most part large volume should be considered a long-range objective.

KLAPMEIER

Iran is the sixth largest oil producing country in the world. The annual income for the Government from oil production is in excess of $500 million. This injection of wealth into the economy has made possible the introduction and financing of many ambitious programs.

These programs, some completed, some in process and a great many in the planning stage have instilled new vigor in Iranian business and agriculture. Iranians are proud of their accomplishments and manifest complete confidence that their country will move forward at an even faster pace in the future.

Iran covers an area of 628,000 square miles, or about one-fifth the size of the United States. Thirty percent of the land is or could be arable, given adequate irrigation facilities; 10% is forest, 10% meadows and pasture, and 50% desert or waste land. Eighty percent of its people are engaged in agriculture; a vast majority are peasant farmers. The national annual per capita income is about $225.

Iran must still be considered a country where production is primarily by hand labor. Industry is in the early stages of development and only a few plants utilize modern production methods. Because there is an abundance of low-cost labor ($1.25 to $1.50 per day), investment in machine tools and labor saving devices has been slow. Agriculture for the most part is pursued in the most primitive manner.

Land reform

With these conditions, how can we consider Iran a land of opportunity for U.S. businessmen? Things are changing. The Government's program to carry out far-reaching social reforms, particularly land distribution, were instituted in 1961. The key points of these reforms are: land reforms, a literacy corps, industrial worker's profit sharing, electoral reform, nationalization of forests, and sale of Government-owned factories. There is also a large-scale development program. With a booming oil industry providing the finances, the Third Plan which calls for $2.667 billion in public investment during 1962-1968 is well underway. Two large dam projects have been completed providing irrigation and low-cost electrical power to a vast area.

The mohammed Rezo Shah Pahlavi Dam in southwest Iran was completed in 1963. Electric power transmission lines are serving a considerable area and are being extended continually. The Dez Pilot Irrigation project served by water from the Pahlavi Dam will irrigate 54,340 acres of land, and eventually will be expanded to cover 500,000 acres.

For the 12,000 people in 58 villages the crops and techniques will change drastically in the days and years ahead. Through mission interviews in this area with the larger farmers and business people, the need for advanced farming methods was clearly evident. Soon the cutting of crops with a scythe and manually carrying the forage to the cattle will give way to mechanized equipment.

The Qazvin Project in the north encompasses 300 villages, 123,500 acres of cultivated land, 22,000 farm families, and 125,000 people. Near the mountains, the people had enough land and water to farm on a low-yield-per-acre basis. They were close enough to the market of Tehran to sell their products. But, in 1962, an earthquake destroyed lives, homes and fields, rendering the area helpless.

In 1963, the Qazvin plan was born. Its goals were: Ground water development by deep wells providing 270 million cubic meters a year; agricultural planning and implementation, including animal hus-

bandry, demonstration farms; extension work, home economics, community development; marketing, reorganization of transport, communications, farmer credit.

It is estimated that the average family income per year will reach $500 by 1971, compared with only $40 in the past.

The results of these plans will open new markets for agricultural equipment and other commodities that the higher living standard will demand.

These people are asking for small, two-wheeled power mowers and pickup tools. The dairy farmers milking 20 to 70 cows want more information on milking machines, coolers, delivery vans. They talked about dairy processing equipment, sanitation methods, and special products. Because of low yields the cost of feed is high. Milk prices at the farms are likewise high (nearly $6 per 100 pounds).

There is need for interest in silos for storage. Inquiries for tractors, land-leveling pumps, small garden tractors and auxiliary equipment were numerous. Modern farming still has a long way to go, but the desire is there and the need is being recognized.

Visits to farm areas revealed only two modern farm and dairy operations. These were stocked with pure-bred cattle, consisting of 70 cows each. Sanitary methods were employed throughout and milking was done mechanically. The narrow alfalfa plots between the irrigation canals raised five crops of good quality fodder annually.

Comparing these operations with several other dairy herds, the milk yields per cow was more than ten times greater. The seeds have been sown for a more advanced agricultural society and U.S. suppliers, to secure their fair share of this market for equipment, must expose their products to this market.

Industry and businessmen in Iran see the possibilities of the expanded market. Throughout the commercial centers the people interviewed expressed desire to increase their lines of merchandise. They want to build factories to manufacture or assemble innumerable items of U.S. design. They fully realize the need for know-how through joint venture and licensing agreements. Iran's vast resources of raw materials create a desire to make use of this natural wealth. They want to produce vegetable oil, air conditioners, farm equipment, or any item that has a limited market today and an expanded market in the years to come.

MODERN HEAVY EQUIPMENT is at work in Iran as traditional methods give way to mechanized farming.

Iran has emerged from being an underdeveloped nation to the position of one which is rapidly developing. This is born out by the feverish pace of construction of factories, homes, business establishments, apartments, and roads. Only a small part of Iran's market, however, can be considered sophisticated. As the middle class society increases in numbers it will require exposure to U.S. products. U.S. businessmen should prepare to do a great deal of educational work in market development. On-the-ground-work will be necessary to advise and offer products that fit the needs and economy of the country.

Not overnight

The transition from traditional to modern ways of life will not be accomplished overnight. It will take constant selling efforts to keep pace with the continually changing way of life. Competition is offering attractive prices and terms of payment.

These factors can be overcome, especially as Iranians have a warm feeling toward the United States in general. They indicate a preference for U.S. design and quality. But if U.S. businessmen truly want to capture and hold this new, long-range market, they must be ready to pay the price in hard work, frustrations and sometimes, initially, low profits. They will find the Iranians friendly and eager to talk business.

List of 70 Iran projects available from Commerce

A list of development projects being undertaken in Iran is available on loan from the Department of Commerce.

Data on foreign credit and loans utilized during the first 3½ years of the Third Plan for over 70 projects is included as well as the projected utilization for the final two years of the Plan. Many of the projects will be undertaken during the next development plan which begins in 1968.

The projects are grouped under the following broad categories: Agriculture and irrigation, industries and mines, electric power and fuel, communications and telecommunications.

Write: Near-East—South Asia Division, BIC–896, Department of Commerce, Washington, D.C. 20230.

Iran's agricultural development spurs market for equipment to produce and process foods

Large-scale U.S. growers have chance for joint ventures with landowners; efforts toward higher grade products seen

By PAUL A. MARIANI, JR.
Paul A. Mariani Co., Inc.
Cupertino, Calif.

If you want to sell more fertilizers, insecticides, pesticides, waterpumping equipment, irrigation pipe and accessories, tractors, small-farm equipment, general agricultural hardware, trucks, harvesting equipment, cold storage and freezing facilities, food processing and packaging equipment and materials, and/or farm management, food processing, and international marketing know-how, read the following:

MARIANI

He is a distinguished old gentleman whose age is estimated at 95 to 105 years. He is the industrial giant of Tabriz, and the chairman of the Chamber of Commerce. After my three-hour meeting with 50 of the business leaders of Tabriz, he shook my hand and said, "Thank the people of the United States of America for coming here."

He and the handsome young merchant from Isfahan who said, "We welcome the businessmen from America, the country which brought us prosperity," illustrate the atmosphere of most of Iran.

Throughout Iran there is the enthusiasm of a country on the move. The businessman seems particularly eager to learn more about U.S. products, services, technology and joint-venture possibilities.

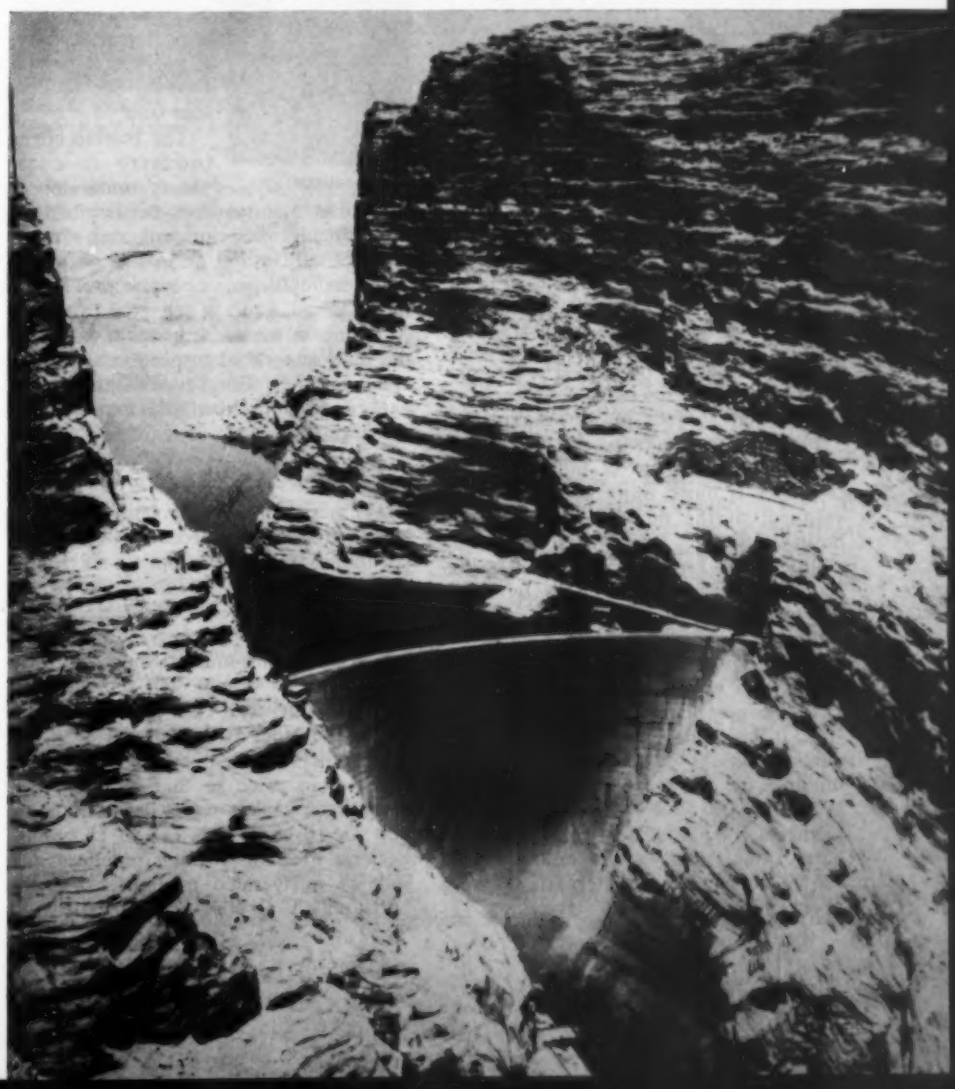
World War II has virtually thrust Iran back into the path of commerce, where the country enjoyed world prestige thousands of years ago, before there was a civilized Europe. The present farsighted monarch and his staff are encouraging the business community to further accelerate agricultural and industrial development. Land reform is an accomplished fact and is going through its growing pains as do most endeavors of such magnitude.

There are great opportunities for large-scale agriculturalists from the United States, interested in expanding their operations on an international scale. Soy bean, cotton, wheat, alfalfa, tobacco, rice and sugar beet growers should investigate the economies and feasibility of joint-venture possibilities with Iranian landowners.

The fruit growing industry is just beginning to emerge from the seedling method of propagation to true breeding vegetative propagation. This was the situation in the United States almost 100 years ago.

Lack of uniform quality is one of the major reasons why Iranian dried fruits command only about half the price on world markets that California's products do. However, more has been accomplished by the Institute of Standards and Industrial Research of Iran in the last three years than in the last several thousand years by the dedicated, intelligent, and well educated Iranians in the Standards Department and other co-

WATER FOR IRAN'S FARMERS is stored in reservoirs behind a series of recently-built dams. The enormous Mohammed Reza Shah Pahlavi Dam below is also a potential power source for rural areas.



operating agricultural-industrial agencies working with the business community. Whereas there is lamenting—perhaps with certain justification—about the meager accomplishment of AID expenditures in Iran, whatever AID funds may have been spent in aiding the Standards Department were well spent.

In addition to being an inspection and regulatory agency, this organization is responsible for encouraging and teaching the various techniques of producing higher grade products. If American businessmen will use their imagination, they can become doers, not dreamers. They could actively sell the brand new emerging Iranian markets, and U.S. sales in Iran would skyrocket.

The need of U.S. goods and services is here now to some extent; but the real need is just around the corner.

The U.S. businessman can take advantage of these opportunities or he can lose them by default to the industrial complexes of the USSR, Germany, Japan, England, France, Czechoslovakia and other nations of the world.

Be explicit

I would recommend that a member of the U.S. business community who has specialized knowledge in his particular field and who is interested in potential profits in a foreign operation—as well as having a hand in helping his fellow man improve his lot—communicate with his nearest Commerce Department Field Office. Make clear what you have to offer and what you are seeking.

Or, on joint ventures, particularly, a letter to the Director of the Center for the Attraction and Protection of Foreign Investments in Iran in the Bank Markasi, Tehran, would be helpful. The Department of Commerce can direct you to many other sources of information.

Foreign investments do not mean simply an investment of dollars. I dare say there is much more demand for investment of the time of knowledgeable business people. Doers with organizing ability are in far greater demand by the economy of Iran than money by itself. The potential rewards may be expected to be commensurate with the demand.

The mission did its best to strengthen the lines of communications between the U.S. business community and that of Iran. It has made every effort to improve public relations between the two communities by giving freely of information in the fields in which the various mission members are particularly conversant. We have often simply "broken ice" and started our Iranian counterparts thinking about our comments and suggestions.

MISSION REPORT: CITRUS INDUSTRY

Iran's fruit growing, marketing operations are undeveloped; mechanized procedures needed

Equipment and materials will be required for improvements in production, handling, transporting, processing fruit

By THOMAS J. BURKE, JR.
Glacier Orange Co.
Cincinnati, Ohio

This report is based on 35 interviews, 6 plant visits, a 2-day field trip into the Chalue-Shahsevar citrus region, and briefings and conferences at financial institutions concerned with making loans for agricultural development. Area covered: Caspian Sea to Persian Gulf.

BURKE

The Iranian citrus industry is completely undeveloped. Fruit that matures does so despite lack of fertilizing, little spraying and a minimum of cultivating.

No standard packing house procedures are followed. Fruit is delivered to a shed by animal or man and dumped, with only the most superficial inspection as to size and condition. Fragile crates are overpacked, resulting in a 30% loss of product during transport to market.

Equipment should sell

The need for improvement in quality, in handling, and in processing offers opportunities for U.S. suppliers of equipment.

At retail, fruit is sold by the piece or by the kilo. During the normal harvesting period when fruit must be moved quickly in volume, an orange will retail at five rials (6½ cents). This period is from about December 20 to March 1.

Fruit held on the tree beyond that time escalates in price so that by mid-April an orange retails in major consumer markets for 10 to 12 rials (13 to 15 cents). Because of poor packing practices and lack of refrigerated or insulated transports, only 50 to 60% of the fruit leaving producing areas arrives at the market in merchantable condition. No refrigeration facilities exist to permit post-harvest storage under conditions which will extend the marketing season of merchantable quality fruit.

All Iranian citrus growing areas are subject to frost, even those in Jehran (in the southeast) where ordinarily the climate is tropical. In the Chalus (Caspian) area this condition occurs with more frequency and with excessive tree damage, due to lower temperatures for extended periods.

Oranges in the Caspian area are of outstanding quality as to flavor, color and yield. They generally tend to be of lower sugar acid ratios than fruit from Jehran/Jiroft.

The Jehran/Jiroft area is producing grapefruit of magnificent quality. A "sweet lemon" or "limoshirin" is available in the southern region where there has been, in my opinion, heavy overplanting of limes which are quite small in size, and of medium quality.

Certain interests contemplate the establishment of a lime juicing plant, the objective being to develop a pasteurized bottled lime juice comparable to a British product sold internationally. They further contemplate the utilization of the smallest size for a "puree" to be packed in wooden barrels and exported to Europe for use as a base for the "squash" type beverage in wide demand in that market.

Spacing important

Tree planting is universally too close. The rationale for this technique is based on the past and current cheap labor rate. As Iran's economy continues to grow, labor rates will climb and mechanization will be required.

At present, plantings are too close for tractor-drawn sprayers and cultivators,

and the fruit will have to be manually carried to the closest access road to the packing house/processing plant. Also, as the trees grow in size, they will have to be pruned back or a "hedge" of trees will result, representing a loss of bearing surface and lower production per tree.

I have observed one citrus plantation of 100 hectares (about 250 acres) in the Chalus area where trees are properly spaced. This forward-thinking owner has adequate tractors and supporting equipment to operate profitably in the future.

Yields per tree, despite the lack of scientific planning, are quite high, particularly in the Caspian area where soil and moisture conditions are excellent and rainfall adequate. The plantation referred to has been well planned, with drainage ditches and 56 bridges.

In the Caspian, excess precipitation may require prompt drainage and a prolonged dry spell may follow. Accordingly, the drainage canals have been so designed as to function as water storage areas, and in addition, 12 wells have been driven from which adequate water can be piped to the fields. As the Caspian region is an alluvial plain, soil runs to clay rather than sand. Good moisture retention results.

U.S. TECHNIQUES AND EQUIPMENT could be instrumental in providing the increased output needed to satisfy Iran's substantial latent demand for citrus. Above, the Shah inspects a citrus co-op near Sari.

Improvements needed

Iran has a substantial inherent demand for citrus. The demand can be tremendously increased if the quality of the fruit and percentage reaching the market can be increased. Presently, the consumer must take good and bad fruit at high prices. Per-tree production can be increased by application of specific sprays rather than "all-purpose" sprays now imported from Germany and France.

Mechanized packing-house procedures should be initiated which will wash, wax, size and grade the fruit. Improved boxing procedures must be followed to overcome the rugged transportation problems which cause deterioration of fruit in transit.

Once a heavier demand has developed, the number of "packing house eliminations" will automatically increase, generating the need for a single strength, pasteurized canned orange juice to be processed at the same facility. Cold storage facilities (35°F.) will be needed, so that a 60- to 75-day post-harvest market can be attained.

Many years ahead would be the installation of a frozen concentrate plant, but this is not possible until sufficient household refrigeration is available.

If U.S. manufacturers of packing-house equipment follow through in an aggressive manner, the immediate installation of two fresh fruit packing facilities in the Caspian area by Iranian interests which are adequately financed will result from the Mission's efforts.

Each of these interests has been given the opportunity to send one of its staff to Florida in May where a 30-day crash training program will be arranged at a large plant. These men are U.S. educated, graduates in agriculture, and fluent in English. The necessary introduction to State and Federal research laboratories where they can obtain additional counsel also will be provided.

The offer of assistance has been accepted, and the visitors intend to purchase the equipment they will be qualified to select, based on their individual requirements. U.S. manufacturers of specific citrus insecticides can work with these men and realize substantial sales. I am convinced that these two plants will be the forerunners of what can be at least 10 similar installations.

Heaters in demand

An immediate demand for thousands of oil-fired grove heaters exists. In addition, as a result of conferences held in Shiras, an industrialist who is also a large grower of grapes will install a grape juice plant for the 1966-67 season and will be in New York May 15-June 9 to complete arrangements.

In soft-drink bottling, local interests are planning to purchase at least one electronic bottle inspector, as recommended by the Mission during a plant visit.

It is my personal belief that Iran possesses a tremendous potential for citrus processing equipment. An instance, properly documented, was brought to my attention. A U.S. supplier sold a fruit processing (non-citrus) plant, installed in 1964; it has not gone into operation as the equipment supplied was designed to handle a variety of fruit not grown in the area. The manufacturer reportedly has taken no steps to find a technician to assist in modifying or replacing the equipment.

To obtain and retain the confidence of the Iranian food processing community, U.S. manufacturers must be prepared not just to sell, but to "back up" their machinery. Many food processors I interviewed have—from Italian and German manufacturers—food equipment which they admit is not comparable to U.S. equipment; but they feel secure in the fact that these other suppliers furnish local, or at least frequent, technical support.

Iran's a good market for machines, but everyone wants to supply them

Mission member lists 25 specific high-priority projects which will need machine tools and industrial machinery in the near future

By FRANK LA DUE
Concrete Pipe Machinery Co., Sioux City, Iowa

After only three weeks in Iran it becomes fairly evident that a number of American businessmen could find real opportunity for the sale of their products in Iran, but . . . and these points should be kept in mind:

La Due

Item: There is increasing competition not only from traditional foreign sources, but the Soviet bloc countries are boosting their sales of machine tools. It's a bit difficult to generalize from a visit to 10 or 12 factories, but an example may illustrate the case in point. During an inspection tour through a furniture plant west of Tehran, one of the workhalls was seen to be equipped with a collection of 10 bench lathes (metal working) varying in swing from approx. 8" through 18" to 20". All were apparently new and seemed to be turning out precision work. Closer inspection revealed two were products of Bulgaria, two were from Poland, two were Czech, one was of Soviet origin, one from Rumania, and the last two from the People's Republic of China. There were also two shapers from the Soviet Union and a simple gear cutting machine from Zagreb, Yugoslavia.

Item: Driving down Takhte Jamshid Avenue in Tehran one encounters a large multi-story building with two unfamiliar trademarks painted on the side. These prove to be the designations used by SKODA works and by Tos of Czechoslovakia . . . who maintain full-time displays and a Persian-speaking staff qualified to discuss the industrial equipment shown. Reportedly, the Czechs will soon place a full-time liaison man with the Tehran Chamber of Commerce, with the Iranians reciprocating in Prague.

Item: The U.S. concentration on more complex and highly automated equipment employing punch card and computer-fed instructions, may be causing the U.S. to miss a bet in developing countries such as Iran. Iranian factory owners know that U.S. equipment is among the best in the world . . . but who needs a tape-fed profile lathe when a trained man receiving two dollars a day can turn out what is needed on a machine purchased with credit for one third of what its American counterpart costs? If the competition was producing junk the danger might not be so great . . . but they aren't and it is logical to assume that the Iranian factory owner will return to the source which satisfied him the first time around when he needs new and more complex equipment.

The Ministry of Economics is pushing several key industries and projects, including:

Shipbuilding and related industries, with an initial capacity for producing vessels up to 12,000 tons;

Equipment for a cement factory in eastern Iran to produce for local consumption and export to Pakistan;

Electrical furnace equipment for use in producing ferro-chrome, ferro-manganese and carbide;

Equipment for mining salt on the islands of Hormoz and Pesch—formerly mined by Japanese interests, the Iranians have decided to go into the business for themselves;

Plant and equipment to produce and pack red oxide for use in marine paint, Iran has some of the purest deposits in the world;

A factory to produce electric motors of 15 horsepower and above;

A plant producing rayon and viscous synthetic fiber;

Wool spinning and weaving equipment for use in northern Iran;

Factories to produce electrical home appliances;

Fruit juice extracting and packing equipment—four or five plants are planned for the near future;

A plant producing seamless steel piping in small bore diameters;

Factory for the production of cutting bits and tools for use in the machine-tool industry;

A transparent film (cellophane-type) factory;

Equipment and plant for the extraction of aromatics from petroleum for use in medicines and pharmaceuticals;

Methods and equipment for refining lead . . . now available approximately 95% pure . . . to further purify it approaching 99%. The lead is needed for ammunition and bullets;

Plant for caprolactum (nylon type synthetic fiber). Five thousand tons per year are presently consumed in Iran . . . the need presently is double!

Equipment for production of synthetic rubber and carbon;

A plant for the production of Polystyrenes and thermoset resins;

A methanol factory;

Factory to produce high quality dyes for textiles . . . could supply entire Middle-East;

A factory to produce vials and syringes for the pharmaceutical industry.

Plant and know-how to produce diesel engines from 150 to 2000 hp.;

Equipment to produce air compressors and related equipment in order that Iran may efficiently mine her coal reserves;

Plant for the production of telecommunication equipment;

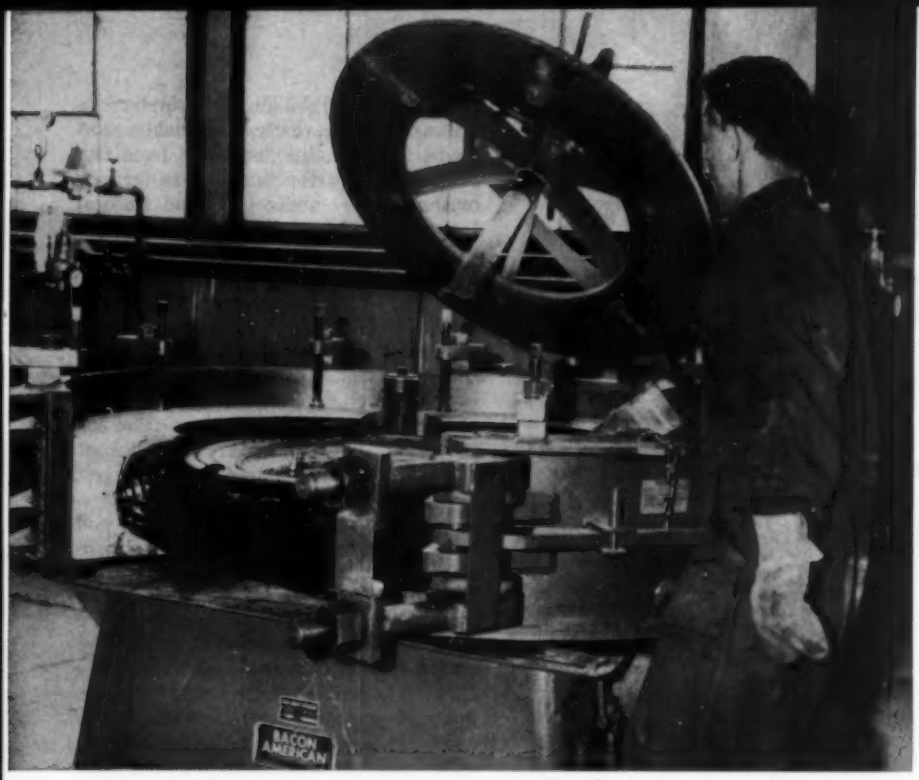
Factory to turn out high tensile cable: the present need is for 7,000 tons per year.

These are only some of Iran's industrial needs . . . needs which the Iranians are determined to meet. With careful planning there is no reason American businessmen cannot successfully compete in these areas.

To do so, however, is going to require more than a couple of letters or a mere visit to the area. I feel the American who is really going to "make it" in Iran must be prepared to come and stay . . . to establish an office with Iranian-speaking personnel, and be prepared for a tough competitive battle.

While it's perhaps premature to attempt a generalization, the Iranian pattern seems to be:

- Find a product the country needs.
- Cover it under Iranian patent laws.



MODERN MACHINERY is one of Iran's chief imports, and much of it comes from the United States.

- Import the components and assemble in Iran, until complete manufacturing facilities can be set up.
- Obtain tariff protection to block any competition from outside for competing "non-Iranian" products.

All this pre-supposes establishment of an Iranian company with an Iranian partner who will usually want 51% or more of the stock. Still, this does not mean the serious American who wishes to penetrate this market cannot find a competent counterpart from the Iranian business community with whom to work. If unfamiliar with the area, the first place to look for advice in finding such a partner would be the Industrial, Mining and Development Bank of Iran (IMDBI).

There are about 22 million people in this mineral-rich but arid land twice the size of Texas. The ones I met are very friendly toward the U.S. This includes all levels, from the top bank, commercial, and governmental people on down to the little guy who has saved his Rials to purchase a new machine for his 3-man shop.

Friendliness is one thing however, and a business deal is something else. The Iranian is going to shop around for the best value he can buy . . . and this means not only purchase price, but also delivery and credit. There's a market here for U.S. goods, but only if we're willing to go after it. If we don't today, it may be too late tomorrow.

MISSION REPORT: RESULTS

Members cull 150 opportunities in Iran for U.S. businessmen

Mission meets with Government, business groups; visits plants

By ARTHUR LEONARD
Mission Trade Development Officer

The U.S. Industrial and Agricultural Trade Mission to Iran—which visited the country April 3-24—returned to the United States with more than 150 specific opportunities for U.S. businessmen.

LEONARD

In Tehran April 3-15, members conducted 123 interviews at business information centers set up at the Tehran Chamber of Commerce and at the Tehran Chamber of Industries and Mines.

Almost half of the interviews concerned possible joint ventures or licensing agreements for production in Iran of a wide range of goods. Most of the remainder related to opportunities for importation of specific merchandise from the United States with heavy emphasis on industrial and agricultural equipment.

Interest in U.S. proposals

Many of the 226 Business Proposals from U.S. firms, taken to Iran by the Mission, were utilized at both centers.

In addition, numerous meetings were held with business groups, key governmental agencies, and important banking interests. Side trips for certain members included Tabriz, in northwestern Iran, to study the fruit production and processing situation, similar investigations in the citrus producing area near the Caspian Sea, and visits to developmental projects near Tehran.

The interviews in Tehran resulted in specific opportunities devoted chiefly to investment interest and to the importation of U.S. goods.

Moving to Isfahan and Shiraz for the period April 16-18, the Mission conducted more than 40 interviews at business information centers established at Chambers of Commerce. There, all but a few of the interviews related to opportunities for the sale of U.S. merchandise. Group meetings were also held in each city.

Lively welcome

"The Businessmen of Khuzestan Welcome the U.S. Industrial and Agricultural Trade Mission to Iran" read the banner at the next business information center in Ahwaz, where several interviews and meetings were held April 19-20. Again the earlier pattern was noted, with opportunities for sale of U.S. goods highlighting local interest. In Ahwaz and at the business information center set up later at Khorramshahr, 53 interviews were conducted, resulting in specific opportunities and referral of many of the Business Proposals accompanying the group. Countrywide visits by members to plants, farms and agricultural projects numbered 57.

Certain products

U.S. products for which there appeared the greatest interest in Iran included agricultural implements and equipment, dairy processing equipment, food products, processing and packaging machinery, general industrial machinery, and air conditioning equipment.

Rising oil revenues, expenditures on industrial development projects are key to economic activity

Both short and long-term prospects favorable; most of the country's requirements for manufactured goods and industrial raw materials will need to be imported

By ROGER D. SEVERANCE
Iran Desk Officer
Bureau of International Commerce

The short- and long-range economic outlook for Iran is favorable.

Rising oil revenues and the expenditure of these revenues on development are the key to economic activity. Although the expansion of industry may gradually offset the need to import some products for the present, the majority of Iran's requirements for manufactured goods and industrial raw materials will need to be imported.

SEVERANCE

Iran also should remain an attractive field for those investments which will broaden the base of the Iranian economy, reduce the outlay of foreign exchange, and increase utilization of the country's material and human resources.

Economy expanding

Iran is currently riding a wave of economic expansion following several years of business recession. In 1960, because of serious balance of payments difficulties, an economic stabilization program was inaugurated in cooperation with the International Monetary Fund. Credit and import restrictions, coupled with a curtailment of foreign borrowing and spending by the Government led to a period of recession until 1964. With her international payments now in order, government spending and a stable economic policy has restored business confidence.

Private domestic and foreign investment has increased markedly in the last two years. Coupled with the easing of import controls, this has meant a rapidly expanding import market.

Total Iranian imports rose from $519 million for the Iranian year ending March 20, 1964 to $750 million for the year ending March 20, 1965. For the year ending March 20, 1966, imports are expected to exceed $800 million. U.S. exports to Iran have kept pace with the expansion of total imports—rising from $90.1 million in 1963 to $131 million in 1964 to $162.3 million in 1965.

Basically agrarian

The Kingdom of Iran, about one-fifth the size of the continental United States, is located in the western part of Asia between Turkey and Iraq on the west and Afghanistan and Pakistan on the east. It is bounded on the north by the Soviet Union and the Caspian Sea and on the south by the Indian Ocean and the Persian Gulf.

Iran is a constitutional monarchy, the Shah being the hereditary monarch. The legislative power of the Government resides in a Parliament consisting of the Majlis or National Assembly and the Senate. The Majlis and half of the Senate are popularly elected. The other senators are appointed by the Shah.

One-third of the area of Iran is desert and another one-third is forests and mountains. About 11% of Iran's total area is cultivated, but only one-third of this is planted in any one year. The principal agricultural regions are the Caspian littoral, Azerbaijan, Mazandaran, Gilan, and Khorasan. With irrigation, other areas such as the Khuzistan plain are becoming important agricultural regions.

The economy of Iran is basically agrarian with agriculture accounting for 40 to 50% of a gross national product estimated at $5 billion. Principal crops are wheat, rice, barley, vegetables and fruits. Land, traditionally held by a few people, is being distributed to the farmers of the country under the Land Reform Law, originally enacted in 1960.

Oil dominates economy

Although agriculture contributes most to the GNP, the petroleum industry dominates the money economy of the country. Crude oil is Iran's principal export and oil revenues account for 75% of foreign exchange earnings. The oil refinery at Abadan, near the head of the Persian Gulf, is one of the largest in the world.

Almost all of the country's crude and refined petroleum is produced by a consortium of international oil companies formed under the terms of a 1954 agreement with the Iranian Government. The consortium operates a 100,000 square mile concession in southern Iran for a maximum period of 40 years. In addition, eight other oil companies are operating in Iran on a joint venture basis with the Government-owned National Iranian Oil Company.

Other minerals found in Iran include iron, chrome, copper, lead, zinc, coal, gypsum, limestone, barite, and salt. Most mineral resources are the property of the state and mining operations are governed by the Mining Law of 1958.

OIL EXPLORATION continues in Iran as rising revenues from this major export go for development.

Compared to the oil industry, other industries are relatively small. Industrial development is still at an early stage but has been advancing rapidly, particularly in the last two years. Major industries now in operation include cotton and woolen textiles, flour milling, sugar refining, building materials, tires and tubes, food and fruit processing, tobacco, and metal fabrication. In addition, pharmaceuticals are processed and packaged, and automobiles, radios, television receivers, refrigerators, and stoves are assembled in Iran. Most industries are located near Tehran, Isfahan, Tabriz, and the Caspian Sea area.

The decision in 1965 to proceed with the development of two major industries —iron and steel, and petrochemicals— will have an important impact on the economy in the future. Under an agreement with the USSR, a 600,000 metric ton integrated steel mill will be built near Isfahan; and the construction of a steel rolling mill near Ahwaz under an agreement with West German and U.S. interests is underway. Contracts also have been signed with U.S. firms to construct manufacturing facilities for the production of sulfur, fertilizers, caustic soda, polyvinyl chlorides and detergents.

Market study on Iran issued by Commerce

A new report on the market for U.S. products in Iran has just been published by the Department of Commerce.

The report attempts to familiarize U.S. exporters with the nature and institutions of the Iranian market and identifies those product areas offering the best potential for U.S. sales. It was prepared under the direction of David E. Westley, Chief of the Near East Section, Bureau of International Commerce, who was also Director of the Trade Mission reporting in this issue of INTERNATIONAL COMMERCE.

The market survey also includes information on the economy, on the country's development plans, on all phases of distribution. Trade statistics by commodities are presented in tabular form.

Roger D. Severance, the Bureau's Iran Desk Officer, is the author of the report.

For copies of "Iran: A Market for U.S. Products," at 50 cents each, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

ASSISTANT SECRETARY of Commerce Trowbridge inscribes new book on the market for U.S. products in Iran for presentation to Dr. Khosro Khosravani, the Ambassador from Iran to the United States.

Mission members' expertise aids search for market

The individual members of the Trade Mission to Iran and Afghanistan were equipped with both knowledge and experience for their work in appraising the potential for U.S. products in the two countries. Among their specialties are food processing and packaging, agriculture and general industrial machinery, machine tools and light metalworking and construction machinery.

David E. Westley is Chief of the Near East Section of the Commerce Department's Bureau of International Commerce. For 15 years, since joining the Bureau as an economist, he has specialized in development of U.S. trade and investment with the countries of the Near East and South Asia.

Westley attended Duke and Columbia Universities, receiving B.S. and M.A. degrees from Columbia.

Francis L. Bligh is vice president of the Eversman Manufacturing Co. of Denver, Colo., manufacturer of agricultural and earthmoving equipment. He has managed the export development affairs of his company and has charge of the foreign distribution of its products.

He is a graduate of the College Royal Francais and attended Friedrich Wilhelm University in Berlin, and the London School of Economics.

Thomas J. Burke Jr., is president and founder of the Glacier Orange Co., Indianapolis, Ind., manufacturers and canners of beverage bases, flavors, and extracts. He is also president and founder of Glacier Highland Concentrates, Inc., Lake Wales, Fla., and director of marketing for the Special Products Division of the Juice Corporation of America, Highlands City, Fla.

A former vice president of the Blaw-Knox Co., Elmer Klapmeier was in charge of international operations of the concern's Dairy Equipment Division.

In 1955, Klapmeier organized an independent company, now incorporated as Klapmeier Industries, of which he is president.

Frank L. La Due is president of the Concrete Pipe Machinery Co. of Sioux City, Iowa.

La Due has had practical working experience with machine tools and metalworking machinery of all types. In addition he is familiar with farm machinery and sporting goods equipment.

He holds a B.S. degree from the University of Iowa.

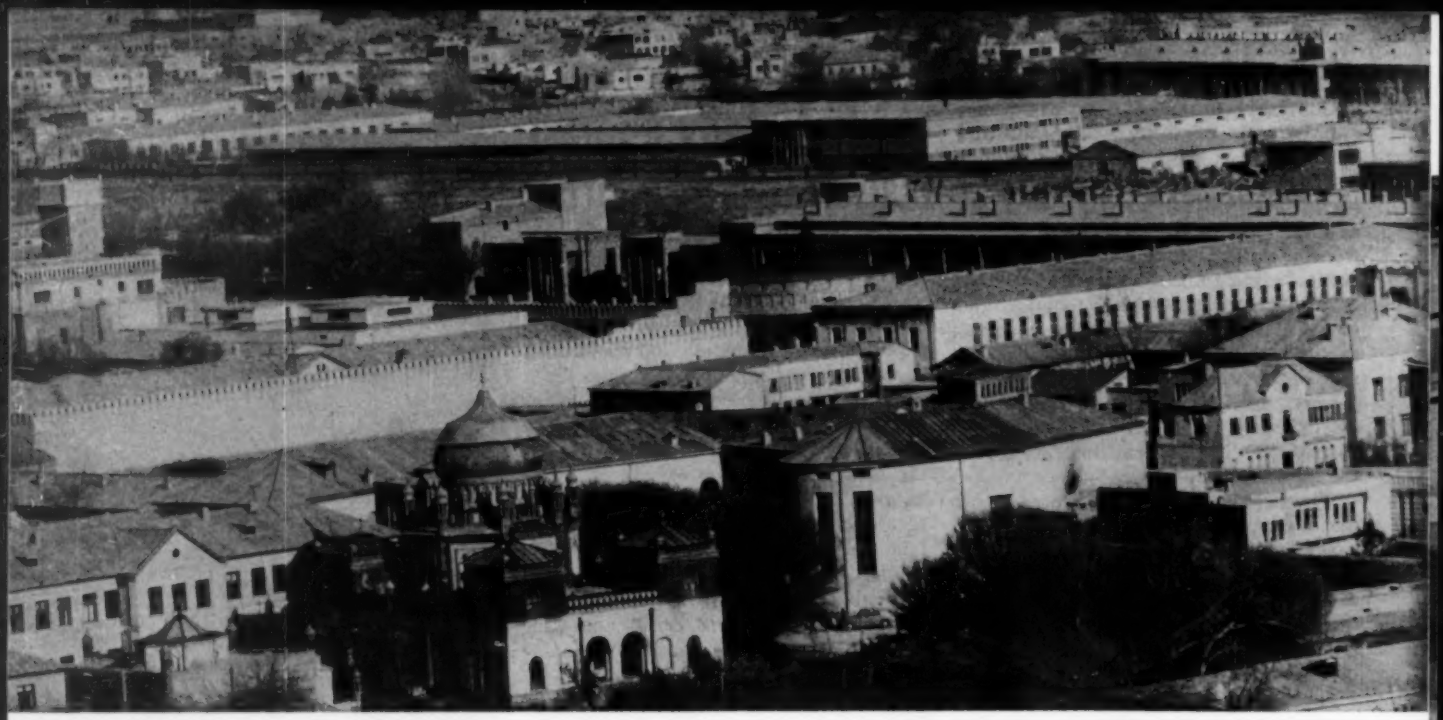
Paul A. Mariani, Jr., is general manager of the Paul A. Mariani Co. of Cupertino, Calif. He began his career in the fruit packaging business over 30 years ago at the age of 16 when his father, founder of the company, sent him on his first sales trip. Subsequently, he completed his college training in horticulture, food technology and business administration, with a B.S. degree from the University of California.

Mark M. Mayers is president of the Mayson Co., a general construction firm. He is also associated with the Universal Road Planer Corp., and is chairman of the board of the Coastal Dredging Corp.

He holds a B.A. degree in political science from the University of Maryland.

Arthur Leonard is Chief of the Foreign Trade Section of the Commerce Department's Atlanta Field Office. In his present position since 1959, he has been with the Feld Service for 16 years.

Leonard holds a degree in Business Administration from Duke University. He also attended the Georgetown University School of Foreign Service.



KABUL, AFGHANISTAN'S CAPITAL, is also its principal business and distribution center, though several other cities have their own trading communities.

MISSION REPORT: THE MARKET

Afghanistan looks ahead

New plan being formulated will reserve important role for private business

By DAVID E. WESTLEY

The Kingdom of Afghanistan, the landlocked crossroads of Central Asia, is about to enter a new and exciting phase of its development—a phase which may have a rich profit potential for the businessman willing to accept its challenge.

As Afghanistan's second 5-year plan draws to a close early next year, a new plan is being formulated in which for the first time a large and important role is to be reserved for the incipient private sector. Government leaders, for the most part young, vigorous, dedicated, many technically trained in the United States, are eager to associate U.S. companies and their resources of capital and especially know-how in this effort to attain fuller economic and social development.

The best immediate trade prospects for U.S. supplies include motor vehicles, machinery, rubber tires and tubes, medicinal and pharmaceutical products, and used clothing. American products are highly regarded and although the Afghan market tends to be price, rather than quality oriented, diligent efforts by U.S. suppliers can pay off in increased sales. Looking deeper, however, the Mission came to the conclusion that this market is a future one which will become increasingly important as the country develops, as its resources are utilized, and as living standards rise.

Businessmen show interest

The need for development and the desire for private domestic and foreign investment is a priority subject among top Afghan officials. There seems to be a realization that now that most of the basic economic facilities have been prepared—mettlesome problems of roads, fuel and power eased—the private sector must be given the opportunity to do what it knows best: getting a job done as fast, efficiently, and profitably as possible. Our team of U.S. businessmen was impressed by the reaction of Afghan entrepreneurs to its presence and the opportunity for individual consultations, an indication that the private businessmen in Afghanistan is willing to play his part.

With the assistance of foreign technical advisors, feasibility studies are underway on a large number and variety of projects ranging from a paper mill to a small community canning plant. For many of these projects, foreign capital and/or technical assistance is desired. For others, no outside funds are required. In any case, however, the exporter of industrial machinery and equipment to Afghanistan should be prepared to supply technical aid during its installation and initial operation.

See merit in proposals

It seemed to the Mission members, based on observation during an all-too brief week spent mainly in Kabul, and on frank discussions with business and Government officials, that many proposals brought to their attention have real merit and profit-making potential and deserve a closer look—among them, installations for cement production, cigarette manufacture, and wool scouring. There also appear to be worthwhile possibilities in field related to agriculture, and in mineral development.

The Government appears cognizant of

the strong, world-wide competition for foreign investment that it faces, and reportedly is taking a good hard look at the investment climate and the inducements offered new investors. It is proceeding with a number of project analyses on a systematic basis, to determine their feasibility and priority. The existing foreign investment law is being rewritten and, hopefully, will be substantially liberalized.

The addition of extended risk insurance to the now available coverage, under the U.S.-Afghan investment guaranty agreement, against losses to investors from nonconvertibility, expropriation, and war damage is under active consideration.

A new minerals development law, which it is hoped will result in renewed activity, is now in the Parliament for discussion. A new development bank to help new industries get started is scheduled to open for business later this year.

If the new legislation and regulations are drawn and acted upon with a clear eye to the need for outselling the competition, a good start will have been made. But the spirit in which the country's investment policies are carried out, both with local businessmen and foreign investors, is equally if not more important.

Red tape, reluctance to make decisions, lack of coordination within governmental agencies, administrative delays and other barriers, all are problems that have plagued this and most other developing countries seeking to interest investors and all must be eliminated or substantially eased if the local as well as the foreign entrepreneur is to be lured in numbers. Even then, with such problems as transportation, shortages of skilled labor, and limited market, the job will be difficult; but a firm foundation will have been laid, a start will have been made.

Chief customer, supplier

Afghanistan's principal trade channels are through Pakistan and the northwest via its neighbor the USSR. As a result of economic assistance, and trade and transit agreements, trade with the Soviets has increased substantially over the years and the USSR is Afghanistan's chief customer as well as supplier.

In the year ended March 20, 1965, total Afghan imports amounted to $141,376.9 thousand, of which $74,522.8 thousand worth were imports under loans and grants. The U.S. share of the total was $21,880.7 thousand, including $17,415.4 under loan and grant programs. Other countries' shares were as follows (in thousands of dollars, with grant or loan imports, if any, in parentheses): USSR $65,198.7 ($46,220); Germany, $14,123.1 ($7,387.4); Japan, $9,241.5; India, $8,031.7; Czechoslovakia, $5,131.7 ($1,500); Pakistan, $4,939.7; and the United Kingdom, $2,081.4.

Leading imports into Afghanistan were wheat, petroleum products, milk and vegetable oils, sugar, tea, fabrics, cotton and other fabrics, other non-metallic manufactures, machinery, motor vehicles, other transport equipment, plumbing, lighting, and heating equipment, and used clothing. Chief imports from the U.S. include wheat, used clothing, vehicles, machinery, tires and tubes, and tobacco manufactures.

Major exports from Afghanistan are limited in number and include fruits and nuts, hides and skins, raw cotton, karakul skins, carpets, and carpet wool. Exports to the United States in 1964-65, valued at $8,792 thousand, were chiefly karakul skins, $8,223.2 thousand, and wool, $524.2 thousand.

The principal cities in Afghanistan are Kabul, Kandahar, Mazar-i-Sharif, and Herat, each of which is a trade and distribution center. While the more important firms are in Kabul, each city has a trading community of its own. Most traders engage in both wholesale and retail trade, dealing in a large number of commodities, and also import on their own account. It is not unusual to find competitive lines being handled by the same firm.

Customs permit necessary

Import licenses, as such, are not required but a declaration or customs permit issued by the Afghan border officials or trade agents abroad must accompany each shipment.

A major part of Afghanistan's foreign trade is handled through Government or Government-controlled monopolies, a factor which tends to restrict competition in any given line. Similarly, the exchange rate system has tended to favor Government imports. A large portion of U.S. trade is handled through the Trading Company of Afghanistan in New York, a branch of Da Afghanistan Bank, the Central Bank.

RUGMAKING WAS THE SUBJECT as Mission Director Westley talked with head of the National Chamber of Commerce (right) while visiting small weaving operation. Carpets are a top Afghan export.

PRIME MINISTER Mohammad Hashim Maiwandwal (right) welcomes Mission Director Westley to Kabul.

MISSION REPORT: INDUSTRIAL EQUIPMENT

Variety of production facilities are needed in Afghanistan

Competitors from other countries have supplied some plants; holds promise for U.S. businessmen willing to spend time there

By FRANK L. LA DUE

Completely land-locked, Afghanistan is situated south of the Soviet Union, east of Iran, north and west of Pakistan (upon whom the Afghans depend for their seaport), and touches the mainland of China in the extreme northeast.

Afghanistan presents a possible opportunity for the U.S. businessman who is willing to spend some time there, perhaps learn the language, and be prepared to cope with problems of the market.

Presently, most of Afghanistan's foreign trade is with the USSR, which is natural from a geographical point of view. In its fiscal year 1964-65 (March 21-March 20), Afghanistan exported about US$22 million worth of goods to the Soviet Union, and imported about $19 million worth (excluding loans, grants and military aid). In the same year, its trade with the United States consisted of about $9 million in exports (mostly karakul, about 40% of which is reexported from New York), and $4½ million in imports (excluding goods furnished under loans and grants), a good part of which is used clothing, but which also includes motor vehicles and farm machinery.

Needs are extensive

There are so many basic requirements that any American willing to devote himself earnestly to the problems at hand will have no trouble keeping busy. With a population estimated to be 5% to 10% literate, earning perhaps 50 cents a day, it will be some time before consumer items will find a market.

Basic needs of the country include refrigerated storage plants of 2000- and 3000-ton capacities; raisin plant, able to turn out 3 tons an hour; refrigerated transport equipment (about 20 trucks, with 10-ton capacity); cigarette factory capable of turning out 1 billion pieces annually; a paper plant; glass factory; textile mills; and cement and cement-products plants.

The Soviet Union already has established a pre-fabricated house building factory, capable of using 100 tons of cement a day. Here, 1,100 workers are employed around the clock, turning out reinforced (not pre-stressed) concrete wall, ceiling and floor panels—enough to house 800 families a year.

The first or pilot settlement is nearing completion under the direction of engineer Seraj and his capable U.S. trained manager, 30-year old Mr. Rahimi. The settlement is called *Zandabanan*. When finished, it will include 4 elementary schools, 2 kindergartens, central heating and electricity plant, 1 main and 3 sub-shopping centers.

Cost was given as the equivalent of roughly $4.20 per square foot, using American methods, including all ancillary projects such as sewage, streets, telephone installations.

Chance for cement producer

Presently, Afghanistan produces about 500 tons of Portland cement a day in two imported Czech mills, at Jebel Seraj (100 ton capacity), and Ghori (400 ton capacity). A new plant is planned for Herat, with starting production of 300 tons daily. Cement sells for about 90 cents ex-factory in 50-kilo bags, delivers Kabul for slightly over a dollar.

Any American firm producing such factories, or any American cement-producer with a reconditioned plant, might do well to investigate this possibility. The Afghans are not ill-disposed toward using good used equipment.

Also, good reserves of natural gas, coal, iron, plus some precious and rare earths reportedly are known to exist in Afghanistan. More exploration is being performed under the supervison of Russian and German geologists. The Russians have already tied up the natural gas located in the north—with a 32-inch pipeline of Russian steel pressure pipe to be built. They will pay for the gas in ruble credits, which can be spent only in the USSR. The U.S. businessman who really wants to get into this market had better do it now while there still is a market.

A number of other requirements are documented in the Ministry of Commerce publication, ***Business and Investment Opportunities in Afghanistan***, printed in April 1966. The biggest natural resource presently apparent is the Afghan people. Fierce, proud, and determined to get on with the job, they are moving their country ahead with the help of Americans, Soviets, Czechs and Germans. The U.S. businessman can be part of the scene if he wants to—but not by just writing an occasional letter.

Agricultural operations in Afghanistan have priority in programs for the future

Improved methods, irrigation, and fertilizer will help improve conditions in Afghanistan, where most of population is rural

By ELMER W. KLAPMEIER

Afghanistan, as a market for U.S. products, has always been considered extremely limited. The geographic location, with meagre transportation facilities, has made direct selling contacts difficult.

Afghanistan's low earnings of foreign exchange have further retarded effective efforts on the part of U.S. businessmen.

Its import system of necessity has favored the more essential products. U.S. exports last year in the amount of $4.5 million out of a total of $66.8 million (excluding loan and grant imports) attest to the fact that our penetration in this market is very small indeed.

Because this situation has existed in the past, we cannot assume that it will always be the same. Afghanistan, a developing country, is now gaining momentum. Positions in Government Ministries are headed and staffed by well-educated (some from U.S. colleges and universities), aggressive and determined individuals. Their plans for the future, based on accomplishments in the past few years, verify that this forward movement is a reality.

Agriculture has priority

Ninety percent of the country's 10 to 13 million people obtain their livelihood from farming operations. In addition, the literacy rate of the people is extremely low. It is only natural, therefore, that in the programs advanced, agriculture and education have first priority.

A mountainous country, only 12% to 14% of its total area is under cultivation. About two-thirds of the cultivated land is irrigated. During the past ten years, new irrigation facilities have been developed and modernization of cultivation introduced. The Bakhash Ahad Dam has made possible the cultivation of 62,500 acres, thus doubling the farm land in the area.

The Helmand Valley project, which is under construction, will provide irrigation for 500,000 acres. In its initial stages, 250,000 acres will receive the benefit of irrigation. These projects, together with several other dams under construction or in the planning stage, confirm Afghanistan's campaign of progress. To a large degree, these forward steps are made possible by aid from other countries, including a substantial portion from the United States.

The purchasing power of the vast majority of Afghanistan's people is extremely low. Earnings per day are estimated at about 30 to 50 cents per day for laborers, and $1 to $1.50 for skilled workers such as brick-layers and carpenters. Farmers are producing an average yield of wheat (their basic crop) of only 9 bushels per acre. Improved agricultural methods, irrigation, and fertilizer use will vastly improve these conditions.

Through interviews with business people, the mission found a number of substantial opportunities, for example, in equipment for a complete vegetable oil extraction plant including installation, weaving machinery, meat-processing equipment, cotton gin machines, fiber glass material, skin tanning equipment, and a host of other products. For some proposals, Afghan businessmen inquired about joint ventures or credit terms, but for the most part they want U.S. know-how.

In my opinion, another opportunity that has tremendous possibilities is tourism. Afghanistan has the natural beauty of its rugged, unspoiled landscape, fishing, hunting, and historic points of interest to offer the tourist.

Full development of the tourist trade could pyramid the country's foreign exchange supply. U.S. products will be in demand, and the exposure to the local population could enhance additional business opportunities.

The U.S. businessman who does considerable world traveling would do well to include Afghanistan in his intinerary. A visit to this land of enchanting life could well serve a dual purpose—pleasure, plus a firsthand evaluation of its obvious opportunities.

Market profile—Afganistan

Government: Constitutional monarchy.

Area: 251,000 square miles; about 14% cultivated, of which two-thirds is irrigated.

Climate: Generally temperate, wide seasonal variations (dry season, June-September).

Population: (estimate): 14.4 million; annual growth rate 2%.

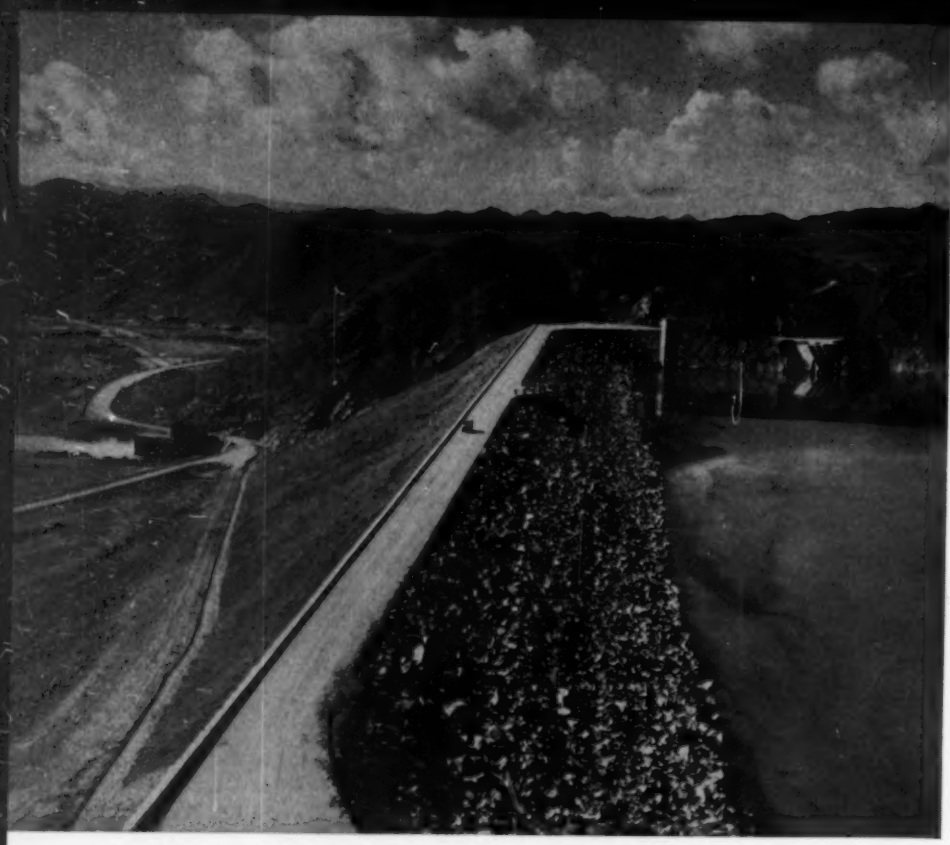
Economy: Agriculture and animal husbandry generate almost three-quarters of gross national product (estimated $1.2 billion in 1965). Principal crops: wheat, other foodgrains, fruits and nuts, cotton. Livestock important. Except for textiles, cement, and fruit processing, industry confined mostly to small consumer goods plants. Coal is only mineral mined on significant scale; large natural gas deposits in north to begin production in 1967. Country heavily dependent on road transport.

Development: Priority to road transport, electric power, and agriculture in development plans. About two-thirds of development funds from foreign aid, mainly USSR, United States and West Germany.

Financial situation: Official exchange rate, Afghanis 45 to US$1 (for certain Government imports); free market rate, 80-82 to US$1 (for other imports). Large balance of payments deficit covered by foreign aid. Little capital formation, no organized capital market. Foreign investment welcomed.

Exports: Year ended March 20, 1965, $71 million. Principal exports: karakul skins, cotton, wool, fruits and nuts, carpets.

Imports: Year ended March 20, 1965, $141 million. Major imports: textiles, petroleum products, sugar, chemicals and drugs, iron and steel, machinery and vehicles, rubber manufactures.



HUGE HELMAND VALLEY PROJECT in Afghanistan includes this dam built by Morrison-Knudsen.

MISSION REPORT: AGRICULTURE

Further expansion of cultivable land by irrigation, mechanization seen under Afghanistan's 3d Plan

Continuing agricultural development should strengthen market for equipment and agronomists' and engineering services

By FRANCIS L. BLIGH

Afghanistan's two 5-year plans built, among other important facilities, a good road system, which makes efficient truck transport possible between the distant parts of the country and to the railheads of the Pakistan, Iran, and USSR railroad systems. Thus, the basis is established for an expansion of agriculture.

This expansion will be strongly supported in the Government's third 5-year plan—now being drafted, and scheduled to start in 1967—which programs important investments in agricultural development. In a country with, so far, few mineral, forestry, and other resources which can be exported profitably, stepped up agricultural development is the only new means in sight to provide the foreign exchange earnings required to service Afghanistan's heavy foreign commitments and pay for the necessary imports to keep the economy expanding.

Afghanistan is nearly self sufficient in providing a fairly satisfactory diet for its inhabitants.

During the 1950's many irrigation projects were started; most of them have been completed or are near completion. Additional dams and canals will open still more land to cultivation.

Here, a small investment in engineering advice and labor produces excellent results: $250,000 provided by AID for the Kohestan project increased the area under cultivation from 8,000 to 12,000 acres. Efforts along these lines should benefit many farmers and also make the sales of light earthmoving and leveling equipment possible.

Although never thoroughly surveyed, there are indications of great underground water resources. A good market for motor driven centrifugal pumps is developing.

Mechanization imperative

Population pressure on the land is the lowest in Asia; land-hunger is practically non-existent. Farmers are very conservative and loathe to move from their traditional environment. Thus, a real labor shortage exists in many of the new areas, making full mechanization of farming operations imperative. Although an important percentage of the cultivated land surface (about 20 million acres, ⅔ irrigated) is in small plots (two to five acres), there are large holdings (up to 50,000 acres) in sufficient numbers to make Afghanistan a potential farm tractor and equipment market. It is for lack of this equipment that only a small percentage of the large holdings can be cultivated. The estimated tractor population is about 220, but the Afghan Government has announced importation of 200 Massey Ferguson model 135 tractors (40 hp.).

Distribution of tractors is handled by the Government monopoly with the usual and apparently inescapable problems of unavailability of service and spare parts, which in the past have caused serious losses to the few daring farmers who tried to mechanize. Under these circumstances it is not hard to understand why mechanization is very slow; yet only mechanization of agriculture can produce the exportable farm surpluses Afghanistan needs for continued independence and progress.

Responsible, service minded farm tractor and implement distributors, privately owned and backed up in their sales effort by knowledgeable, practicing agronomists would render Afghanistan a great service.

There are indications that the Government considers leaving distribution and service to the private sector, which would open excellent sales opportunities for U.S. suppliers, whose products are preferred in this market. The important crops ready to be mechanized are cotton, sugar beets, alfalfa, corn, rice and wheat—truly an impressive potential market for U.S. farm equipment manufacturers.

MISSION REPORT: FRUIT MARKETING

Large-scale exporting by Afghans would mean production changes

Domestic market scarcely warrants U.S. style commercial operations; country needs experienced business know-how

By PAUL A. MARIANI, JR.

Like many developing countries of the world, Afghanistan is seeking export markets to keep its balance of payments in line.

If a major effort to export preserved fruit were made, in contrast to producing for the local market, several changes would be necessary. Rather large acreages would have to be made available for internationally-acceptable varieties of fruit and nuts, to meet the specifications of the world market. Only then will modern processing procedures, with modern equipment, be practical for this area.

Although there is a small domestic market, it is hardly sizable enough to justify a U.S. style commercial canning operation.

This is a tremendous opportunity for the U.S. businessman to enjoy profits possibly not available per unit of effort elsewhere. Further, his efforts may help to give the people of Afghanistan a free-enterprise approach to economic and social development.

The country needs good sound experienced business know-how more than it needs investment money. The law does not specify the interest a foreign company can own in an Afghan business. More often than not, past policy has required 51% ownership by Afghans; however, if an American has confidence that he has more knowledge about the business he may be entering into with Afghans, he should demand controlling interest. If he is to be responsible, then he must have authority. This mission was presented by the Afghan Department of Commerce with 97 opportunities for investment of money or management.

Little change

There is no frozen food industry in Afghanistan. Fresh fruit precooling is just now in the planning stage. A canning plant is going through its growing pains. The age-old dried-fruit and nut industry is a major method of food preservation in this area, with little change in basic procedure in the past few thousand years.

There are many varieties of grapes. Those which cannot be marketed fresh are dried. There is no wine, vinegar, juice or juice concentrate industry. The only plant which made juice is now closed due to poorly engineered equipment, poor utilization, and an Eastern bloc market which seems to buy on alternate years.

Apricots are of seeded rather than budded stock and varieties are variable because of the seedling history. The product is variable and generally small in size and pale in color. Absence of spraying has resulted in damage, particularly a defect which resembles shot hole fungus. An export market exists for low-grade fresh and dried fruit. The canned apricot market is limited because of varietal problems. Pomegranates are grown in great volume, as they are a local favorite. Further, they can be stored for months in fresh form. Development of a preserved shelled pomegranate export market would boost this agricultural economy.

Almonds, walnuts and pistachios, and pine nuts are remarkably good and enjoy a good export market.

Pros and cons

One who may consider Afghanistan as a place to start a business may find it helpful to evaluate some of the pros and cons which apply particularly to this country. I would list them as follows:

► Transportation costs: combination rail and truck from Kabul to port Karachi (Pakistan) can be as low as $12 a ton on some items; however, remoteness from world markets can cause problems in arrival times.

► One of the lowest labor rates per day to be found in the world; yet, labor is generally illiterate and unskilled.

► Raw materials are very cheap; but their variable low-quality requires spending money, time and effort to upgrade them to world market specifications.

► A good basic infrastructure of roads, power and irrigation has been completed during the last two five-year plans. To what extent will the Government of Afghanistan be willing to surrender to private enterprise functions still held in the public sector during the third five year plan?

► Non-competitive situation permits openings for new businesses in many fields; however, domestic markets are very limited because of low purchasing power, and export markets are always competitive.

► Large known reserves of many natural resources such as gas, iron ore, coal and metallic ores exist; but because of limited domestic purchasing power, costs of transport will limit export possibilities.

► Cottage industries have great possibilities because of low labor costs, but markets have to be developed for such production.

If any U.S. businessman is attracted by the special situations in Afghanistan, he should spend some time there to appreciate the many opportunities and problems which are largely unknown in the United States. For the man with the pioneering spirit, this could very well be the last frontier.

MISSION REPORT: CITRUS

Some fruit is grown in Afghanistan, but processing is limited

Market is one to watch as the country moves forward

By THOMAS J. BURKE, JR.

Afghanistan produces citrus generally in two areas. One source is 45 miles north of Kabul and another, near Hadda to the south. In addition, substantial quantities of citrus are imported from Pakistan which has so much fruit that its oranges can be sold competitively despite transportation costs and import duty.

No statistics are available as to the amount of citrus grown (oranges and limes) and ultimately marketed. The best available information indicates that very few large "plantations" exist and that most citrus is grown in small private gardens with truck crops.

Oranges are sold by the piece or by the kilo. In this manner, fruit damaged by

primitive packing and transportation techniques is disposed of. On today's retail market an orange sells for five Afghanis (six cents).

No railroad exists in Afghanistan and none is contemplated at this time. There is no seaport. Imports and exports move by highway through Pakistan and to a lesser extent via Iran, where port facilities are available. A trucking system exists between Kabul and Munich; the transit time is 36 days. Most over-the-road rolling stock are straight trucks, two axle, with a capacity of five or eight tons.

To be redesigned

A substantial fruit canning and drying plant was completed in 1963 near Kandahar, a city of more than 100,000 about 300 air miles southwest of Kabul. The plant is equipped almost exclusively with Czech-made equipment. Well integrated, it has an Italian can manufacturing line, a boxmaking shop, complete machine shop, and diesel powered electric plant.

Because of quality problems resulting from incompetent engineering and a total lack of line checks as to temperature and other routine procedures, this plant operated only one season and has been closed for 14 months. Presently, at the request of the Afghan Government, U.S. technicians are completing studies which will result in recommendations for complete redesigning of the facility and establishment of quality control procedures assuring merchantable end products, both canned and dried.

Kandahar is the source of much of Afghanistan's fruit and produce. Plantings were made based on the ability of this plant to receive such material and now a heavy back up of fruit exists which cannot be utilized. A severe economic hardship has been imposed on the area's economy which is a source of grave concern.

On two occasions, a businessman licensed to distribute Coca-Cola for Afghanistan was interviewed. He had received Government permission to start a bottling plant in Kabul instead of importing finished product from Pakistan. His blueprints for production and plant layout were reviewed and changes to improve efficiency were made and accepted.

Afghanistan is moving forward as rapidly as possible. Qualified observers note tremendous progress in the past two years. Government Ministries are staffed by dedicated, well educated men who are utilizing every means at their disposal to attain pre-determined overall goals.

Landlocked, without proven abundant oil and accessible mineral reserves to provide operating revenue through export, Afghanistan must generate prosperity through internal means.

MISSION REPORT: BUILDING

Afghanistan to spend more on public, private construction

Architectural-engineering and contractor services needed

By MARK M. MAYERS

Can you imagine hiring common labor for 28 cents a day, or visualize the utilization of mud as the basic building material?

The Government of Afghanistan is actively struggling to improve conditions, and to build an economically self-sustaining nation. Progress is being made, yet much remains to be done. Because of the country's geographical location and neutral policies, many nations of the world, including both the United States and the Soviet Union, are contributing to its development.

As Afghanistan grows, so also will its demand for imports grow—and of equal importance, its ability to pay. Although still a limited sales area, commercial imports totaled about $67 million last year, including $4.5 million from the United States. We can and must capture a larger share of this market.

More will be spent

Public works projects and private construction are areas in which more Afghanis will be spent. There is an obvious need for more architectural-engineering services, and for private contractors, domestic as well as foreign, to participate in this area of growth—which until recently has been restricted largely to governmental entities or a few foreign firms.

A serious obstacle for U.S. companies appears to be the need for meeting local licensing regulations, which necessitate maintaining a local staff of two architects, two civil engineers, a mechanical engineer, and an electrical engineer. It is doubtful that any of these positions can be filled locally without difficulty.

In addition, an American (or other foreign) company should be prepared to enter into a joint venture arrangement with an existing Afghan company, recognizing that the latter's expertise will be relatively limited. Virtually every piece of equipment required will have to be imported; however, some skilled construction labor such as dozer operators should be available.

After the issuance of a license, there will be perhaps a six-month lag before work will be available; however, thereafter, it should be regular and profitable.

MISSION REPORT: RESULTS

Group visits plants, meets with Ministers in Afghanistan

Individual interviews total 45, reveal interest in U.S. goods

By ARTHUR LEONARD

Following its cordial and enthusiastic welcome to Kabul on April 24, members of the U.S. Industrial and Agricultural Trade Mission to Afghanistan called on the Prime Minister and were received also by the Ministers of Commerce, Mines and Industries, Agriculture, and Planning.

On the next day, interviews with the public began at a business information center set up at a downtown bank. Supplementing the interviews were further conferences with governmental leaders, Embassy personnel, and representatives of the Chamber of Commerce.

In all, 45 business interviews were conducted, resulting in about 50 specific opportunities, the majority of which concerned importation of U.S. products, such as food processing and packaging machinery, general industrial equipment, including textile machinery and building materials. Other inquiries related to possible industrial development joint ventures or licensing arrangements. Certain of the 189 Business Proposals from U.S. manufacturers, taken to Afghanistan by the Mission, were also referred to inquirers.

Additional activities included inspection of a cement plant, a prefabricated building factory, irrigation projects, and a visit to Kandahar in southern Afghanistan where members conferred with the Governor and with officials of a fruit canning plant.

Concluding its activities in Afghanistan with a final call on the Minister of Commerce, the Mission departed from Kabul on May 1.

AERIAL VIEW OF ORANGE COUNTY, California, whose population expansion, rapid and striking economic growth and export activity put it in front rank.

GROWING WITH SOUTHERN CALIFORNIA

County boom aids export

Conference in Orange County this week will chart lively area's trade plans

Orange County, California, which calls itself the fastest growing county in the United States (240 people added daily), does not intend to be left behind when it comes to export sales.

Located in the center of three other metropolitan areas, (Los Angeles-Long Beach, Riverside-San Bernardino and San Diego), the county is the site of 1,400 manufacturing plants that are contenders for world markets.

This week major interest focuses on its International Business Conference, Wednesday, June 1, that is expected to draw 300 of the area's manufacturers. The conference is being sponsored by the Southern California Regional Export Expansion Council, the Los Angeles Field Office of the U.S. Department of Commerce and the Orange County Chamber of Commerce.

Membership in these organizations is held by some of America's major corporations and significant exporters: North American Aviation, Inc. (Autonetics Division), exporting over $25 million in 1965; Hughes Aircraft Co. Ground Systems Group, exporting $28 million worth of ground-support systems in 1965 and estimating $31 million in 1966, and Beckman Instruments Inc., (Orange County facility only), exporting $8 million worth of scientific instrument systems and electronic components in 1965.

Membership in the area's commercial organizations also is held by a number of smaller firms that have made notable strides in overseas markets, including Fender Musical Instruments, which in 1965 sold $3 million worth of electronic guitars and amplifiers overseas; L. M. Cox Manufacturing Co., which sold $1 million worth of model airplanes in 61 countries last year, and U.S. Divers Co., whose "Aqua-Lung" exports account for 15% of its total sales. About a dozen Orange County firms became exporters for the first time last year.

Seasoned firms that already have made their mark in international sales remain vitally interested in the problems involved in exporting, and lend support to the County's export seminars and business conferences.

Small and medium-sized firms will be able to benefit from precisely such ex-

INTERNATIONAL TRADE CONFERENCE for Orange County business leaders will be held here June 1.

perience through free exchanges at the workshop sessions of the International Business Conference.

Three afternoon workshop meetings will be held: Planning for an Expanding International Operation, Clifford W. Jacobs, Corporate Vice President-World Marketing, Mattel, Inc., chairman; Finding Foreign Markets and Marketing Opportunities, Thomas P. Collier, Thomas P. Collier & Associates, International Management Consultants, chairman; and Management Approaches to Specific Export Marketing, E. E. Schnellbacher, Assistant Director, Bureau of International Commerce, U.S. Department of Commerce.

Eximbank speaker

Tom Lilley, a member of the Board of Directors of the Export-Import Bank of Washington, will deliver the luncheon address.

Other speakers during the day's sessions include: George T. Scharffenberger, City Investing Co., New York; Charles W. Jones, Farr Co., El Segundo; Frederick W. Rohe, Shur Lok Corp., Santa Ana; Harold J. Larsen, McCulloch Corp., Los Angeles, and Milo A. Hefferlin, Bank of America, Los Angeles.

For a vital, growing area like Orange County, export interest is partly a natural development and partly due to the attention given exporters by the area's international organizations.

Jack Rokahr, Assistant to the Director of the Los Angeles Field Office of the U.S. Department of Commerce, has arranged over a dozen conferences and export seminars throughout the County during the past two years. Karl Scanlon, international trade specialist from the Field Office, spends one day a week in Orange County calling on manufacturers who are new to exporting, answering questions, suggesting possibilities. He has worked with 300 Orange County firms since 1963. Lucien Truhill of the Orange County Chamber of Commerce that helped sponsor the first large export conference two years ago has handled the details for this week's event.

Community leaders

Shur Lok president Rohe and Phillip S. Twombly, executive vice president of Blue Goose Growers, are active REEC members who help develop Southern California policy recommendations for the national council. These people all work to build export awareness in Orange County.

Sometimes, a manufacturer himself takes the initiative. Astrodata, Inc., is an example. The firm manufactures electronic data systems, range timing and telemetry equipment and associated instrumentation. One day in 1963, Norman D. Clark, advertising manager, walked into the Field Office with a question. Astrodata's export sales were zero. What could the firm do to get started?

The Field Office introduced Clark to Trade Lists, World Trade Directory Reports, and Trade Contact Surveys published by the Department of Commerce, helped work out an overseas itinerary for Clark to survey the market first-hand, and identified appropriate trade fairs and trade center shows for Astrodata.

On the move

To date, Astrodata has exhibited in commercial fairs and trade center shows in Frankfurt, Germany; Milan, Italy, and London, England. The firm now does over $1 million in export sales annually. In addition to direct sales, two joint ventures have been completed: one with Anaconda Wire and Cable Co. for the design, production and installation of communications equipment, and one with a British company to market and produce analog and hybrid computing systems. A third joint venture, with Astrodata France, S.A., is expected to provide a marketing and manufacturing organization aimed at the French market.

"There is no question," says Clark, "that the services of the Department of Commerce contributed to our present favorable position in world markets."

Personal interest

To which Rokahr at the Field Office would reply: "The first step for successful export expansion is for a man like Clark, now manager of the international department of his company, to take a serious personal interest in exports."

James M. Day, president of Buzza-Cardozo Co., is another Orange County businessman who took a personal interest in overseas sales in 1962 and has seen a 400% increase in export volume of his company's greeting cards since then. Key markets for this firm read like a travelogue: Australia, Canada, England, Guam, Japan, Malaysia, New Zealand, Okinawa, South Africa, Singapore and Venezuela. "We have not exhausted the possibilities," Day says.

The Blue Goose export program, one that earned the President's "E" for Export in 1964 for Blue Goose Growers, Inc., is predicated on doing those things overseas which create lasting markets, explains W. C. Moyer, who heads the export department.

Food marketer

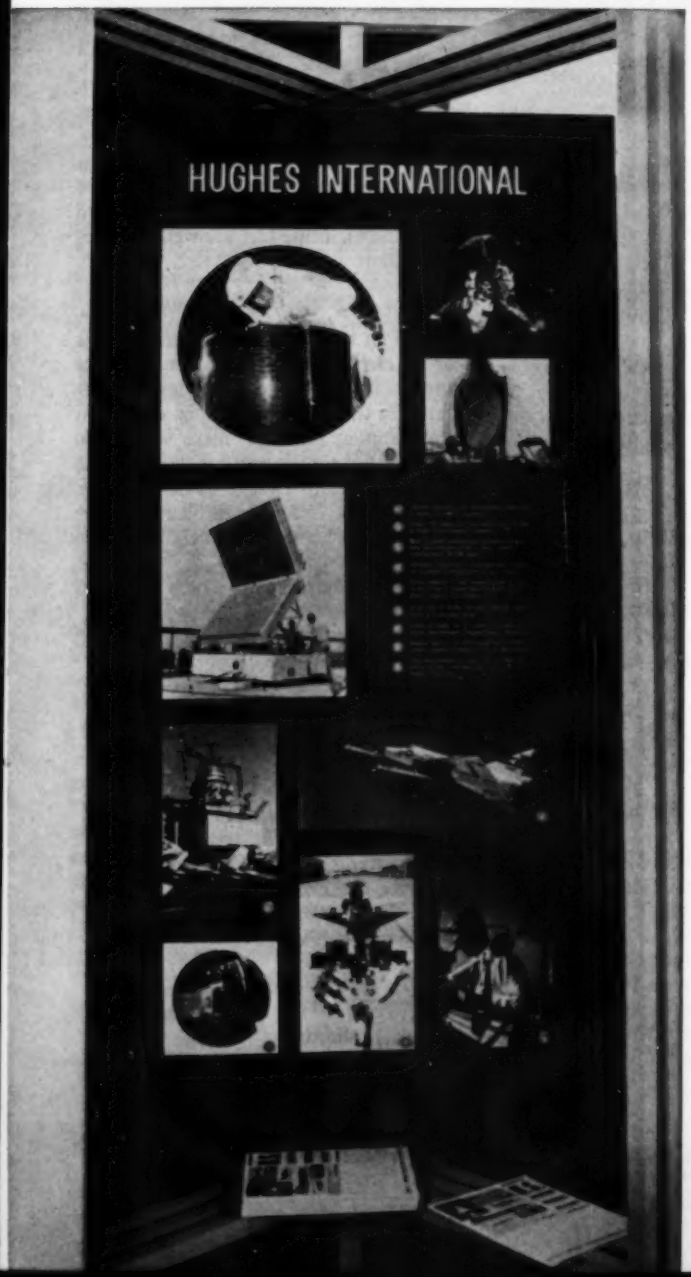
Blue Goose, Inc., is a multi-commodity marketer of fresh fruits and vegetables that currently is expanding into international marketing of fresh, frozen and canned foods. The nucleus of the new Blue Goose Export Program is Blue Goose Growers, Inc., a national growing and marketing organization with major

operations headquartered in Orange County and extending to Arizona, Texas, Florida, Georgia, South Carolina and Pennsylvania.

Orange County products en route to buyers overseas have easy access to sea and air transportation. The nearby ports in Los Angeles County are frequently used for freight shipments. Major airline terminals are located within thirty miles, and Bonanza Airlines serves the Orange County Airport. Three major railways connect the county with Western and national markets, while an efficient and rapidly expanding freeway system links the county to all parts of Southern and Northern California.

And so the Orange County export list grows—as the county itself booms.

ORANGE COUNTY EXPORTS are on the move like this Astrodata computer bound for a customer in England, typifying sales made by firm in Western Europe since it began to exhibit at overseas fairs.



TRADE EXHIBIT in Germany builds sales for Hughes International and other enterprising firms.

SCIENTIFIC INSTRUMENTS from Beckman Instruments, above, destined for the Middle East, and Buzza-Cardoza greeting cards, below, sold in 12 countries, helping to spark export boom with full use of Commerce Dept. aids.

EXPORTS OF MANUFACTURES

U.S. share is trimmed

Record 1965 U.S. shipments not enough to match 11½% rise scored by others

The decline in the U.S. share of world exports of manufactures to foreign markets, which appeared to have halted in the third quarter of last year, was resumed once again in the final quarter. For the entire year, our share fell to 22½%, a decrease of one percentage point from 1964.

The drop in our share of world manufactures exports occurred despite the fact that the value of U.S. shipments reached a record level of $17.3 billion in 1965. This increase in U.S. exports represented a 5½% expansion over 1964. Exports of manufactures from major foreign countries to destinations other than the United States, however, increased by 11½%, or more than twice the rate of growth of our own shipments.

The principal factors accounting for the decrease in our share last year appeared to be strong domestic demand which tended to limit the supplies of some products available for export, increased competition from other sellers, the extended dock strike in the first several months of 1965 resulting in an undetermined loss in foreign sales, and a slowing in import demand in several major U.S. markets, notably Japan.

The U.S. share of world exports of manufactures, which had declined in every quarter of 1964, moved more erratically last year. Following the U.S. dock strike, which sharply affected both the value and world share of our exports in the first two quarters—first adversely, and then favorably—our share position appeared to have stabilized in the third quarter at the first-half average. The final three months, however, showed a small further share drop.

Share losses vary

Although there was a deterioration last year in our share of all major types of manufactures exported to destinations other than the United States, as shown on the accompanying table, there were wide variations in the extent of the decline among the various categories of products. The greatest U.S. share losses were registered in chemicals, which fell from 27.1% in 1964 to 24.8% in 1965, and in electrical machinery, which declined from 26.2% to 24% in the two years.

Much of the loss in our share of world

This report is the third of a new quarterly series, begun in the Dec. 27, 1965, issue of INTERNATIONAL COMMERCE, *to provide data on U.S. shares of world exports of manufactured goods. The second report, including data through the third quarter of 1965, appeared in the March 21 issue. This week's article covers the four quarters of 1964 and 1965.*

The reports and tabular material are prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity	U.S. exports		U.S. share	
	1964	1965	1964	1965
	(million dollars)		(% of world exports to foreign markets)	
Manufactures, total				
1st quarter	3,944	3,776	23.9	21.0
2nd	4,160	4,725	23.8	24.2
3rd	3,891	4,113	23.5	22.6
4th	4,387	4,674	23.0	22.3
Annual	16,382	17,288	23.5	22.5
Chemicals				
1st quarter	553	501	26.9	22.1
2nd	582	642	26.5	25.8
3rd	606	612	28.2	25.6
4th	623	647	26.7	25.4
Annual	2,364	2,402	27.1	24.8
Nonelectric machinery				
1st quarter	1,132	1,062	31.6	28.8
2nd	1,199	1,423	31.4	33.4
3rd	1,095	1,186	31.5	30.8
4th	1,228	1,373	30.9	30.4
Annual	4,654	5,044	31.4	30.9
Electric machinery				
1st quarter	416	377	27.8	23.0
2nd	405	444	25.4	25.3
3rd	381	398	25.4	24.1
4th	463	442	26.1	23.6
Annual	1,665	1,661	26.2	24.0
Transport equipment				
1st quarter	740	778	28.4	26.3
2nd	783	907	28.6	28.9
3rd	695	735	28.7	28.1
4th	811	891	27.3	27.2
Annual	3,029	3,311	28.2	27.6
Other manufactures				
1st quarter	1,103	1,058	16.3	14.2
2nd	1,191	1,309	16.6	16.6
3rd	1,114	1,182	15.9	15.4
4th	1,262	1,321	15.8	15.1
Annual	4,670	4,870	16.1	15.3

Note: World exports include exports from 14 major industrial countries, as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States. These 14 countries accounted for 77% of 1964 world exports of manufactures (excluding mineral fuel products, processed food, fats, oils, firearms of war, and ammunition).

chemical exports stemmed from the severe fall in the first quarter of 1965, when the U.S. share declined to 22.1% from 26.7% in the last quarter of 1964. In contrast with most other manufactured products, this loss in share of the chemical market was not recovered in the second quarter of the year. For all of last year the value of U.S. exports of chemicals expanded by less than 2% over 1964. This contrasted with a gain in shipments of other major suppliers to destinations other than the United States of over 14%.

Total U.S. sales of electrical machinery abroad—at $1.7 billion in 1965—were unchanged from the value of the previous year, while those of other suppliers climbed from $4.7 billion to $5.3 billion. This varying rate of expansion resulted in a fall of over two percentage points in our share of total exports of such products to foreign destinations from the previous year's level. U.S. exports of electric-power machinery moved upward strongly last year, but those increases were offset by falling shipments of radio and TV apparatus and domestic electrical equipment.

U.S. sales of non-electrical machinery fared best among the various types of manufactured products compared to those of our major competitors last year. Such exports, which represent almost 30% of our total shipments of manufactured products, rose by $390 million to a total of $5 billion in 1965.

Automotive sales up

Increased sales of automotive and other internal combustion engines, materials handling equipment, and pumping equipment more than offset the declines in our exports of metalworking machinery and construction equipment. Nevertheless, the 8½% rise in our sales was below the 11% gain in shipments of foreign countries to destinations other than the United States. Consequently, our share of the world market fell from 31.4% in 1964 to 30.9% in 1965.

The U.S. performance in transport equipment exports was also relatively good compared to that of other principal exporters. Expanded shipments of automobiles and aircraft led to a 9% rise in our shipments of transport equipment last year over 1964. Primarily reflecting stepped-up sales of Japanese ships, world exports of transport equipment (other than our own), however, rose by almost 13%. The U.S. share thus fell to 27.6% in 1965 from 28.2% in the previous year.

In the miscellaneous "other manufactures" category, which includes such diverse products as metals, textiles, and nondurable consumer goods, our share of world exports to foreign destinations in 1965 was down eight-tenths of a percent from the 1964 share—to 15.3%. Although U.S. exports of many of these products experienced sharp gains during the year and their total value rose by $200 million, our shipments did not keep pace with those of others. The other 13 major industrial countries expanded their sales of these products by $2.6 billion, or by nearly 11%.

SYMBOLIC OF U.S. WORLD TRADE WEEK ACTIVITIES this month was a conference in Memphis where three bankers hailed the area's major export: cotton. They were (from left) Lewis McKee, National Bank of Commerce; C. Bennett Harrison, Union Planters National Bank, and Allen Morgan, First National Bank.

Shifts by country

Our loss in share of world exports of manufactures to foreign markets in 1965, as well as that of the United Kingdom, was absorbed mainly by Japan and Italy. France and Belgium-Luxembourg also experienced small share increases. The German share of manufactured exports as a whole did not change from 1964 to 1965.

Rising to 7.1% last year, the Japanese share of exports to markets other than the United States increased in every major commodity category shown in the table. Italy's exports, given a sizable stimulus by buoyant West German demand, expanded so significantly that the country's share rose in each commodity category except transport equipment.

The unchanged net position of the Federal Republic of Germany resulted from gains in that country's shares of exports of electrical machinery and "other manufactures," which were offset by reduced shares of chemical, non-electrical machinery, and transport equipment exports. The British export share, which, like that of the United States, has been deteriorating relative to those of most other industrial countries for some time, declined again in all principal commodity categories in 1965.

Houston firm holds classes for European representatives

The first overseas training school for sales representatives ever conducted by Stran-Steel Corp., Houston-based manufacturer of pre-engineered steel building systems, was scheduled to be held in Diekirch, Luxembourg, from May 23-27.

Dan Zabcik, manager of training for Stran-Steel, flew to Diekirch to conduct the program.

"This training school will emphasize sales and product knowledge," Zabcik explained prior to departure. "We will have some sessions on erection of steel building systems but the emphasis will be on selling and on our Stran-Steel product."

Secretary Connor again praises voluntary efforts in payments balance, explains computations

Press told current indications are that companies appear well within direct investment and other targets

Secretary of Commerce John T. Connor has repeated his praise of U.S. companies for their contributions in the balance of payments situation and discussed what he called "misunderstandings" in connection with the voluntary program.

At a mid-May press conference with Secretary of the Treasury Henry H. Fowler and Federal Reserve Governor J. L. Robertson, Connor made these points:

"Some published accounts have treated the $3.4 billion figure mentioned in December and January as if it were a firm statement of the goal set by the Administration for the overall improvement of the participating companies under the program and have compared this with the results of $919 million projected by 618 companies. This reflects two misunderstandings.

"To begin with, the $3.4 billion and the $1 billion are not comparable figures. The former refers to transactions by the entire U.S. business community, whether or not covered by the program. The latter reflects only the projections of 618 companies about their own expectations in 1966.

"An illustration of the misleading character of such a comparison is found in the export figures. The exports of these 618 companies comprised a little less than half of our total exports in 1965 and about two-thirds of non-agricultural exports, so it is evident that the total export projection for all U.S. companies would be substantially greater.

"Furthermore, I pointed out in my press conference on Jan. 17, the $3.4 billion figure was only a tentative judgment of what might be possible, not a firm figure.

BRIEFING NIGERIANS on the upcoming U.S. Trade and Investment Mission to that country, Clarence Seigel of the Commerce Department outlined mission plans and purposes for 20 trainees in an industrial development program organized by Arthur D. Little, Inc. The visitors, representing the regional and Federal Governments and Government-owned plants, also discussed U.S. export and investment programs at a recent meeting with Bureau of International Commerce officials at the bureau offices in Washington.

"Now that we have the estimates of the companies, I expect to meet with the Commerce Department's Advisory Committee and assess with them our expectations for the program. Since it is a voluntary program, the Government is not in a position to specify arbitrary goals; nevertheless we can identify objectives which appear realistically attainable.

"A second concept mentioned at the time of the formulation of the 1966 voluntary program was the hope that the program would moderate direct investment outflows by about $1 billion from levels which would prevail without a program and thereby bring cutbacks on outflows in 1966 down to the 1964 level.

"The 618 companies whose projections for 1966 have been tabulated so far indicate that after deducting overseas borrowings by U.S. incorporated companies, they will have capital outflows to all countries of $123 million below what they did in 1964 and outflows to program countries $223 million below their 1964 figures.

"Furthermore, in light of the very strong increase in the rate at which business is expanding producing facilities abroad and the very large overseas borrowings expected in 1966, it seems reasonable to believe that capital outflows this year would be higher by $1 billion or more without the program.

"It should be noted that the participating companies in accomplishing the foregoing have not cut back on their steadily rising investments in less developed countries. This, of course, is consistent with the intention of the voluntary program.

"There is another point I would like to stress. The only data now available on the 1966 program are the tabulations of estimates by the individual companies on their foreign operations for the full year. The actual performance may vary in either direction from the current expectations, but there is likely to be a conservative bias in the overall tabulations.

"If last year's results are an accurate guide, there seems to be a general tendency to set objectives that are definitely within the reach of the individual firm. While we have stressed that companies would not be judged in a bad light for failing to meet an overly ambitious forecast, they apparently are cautious about promising too much. My judgment is that their projections under the voluntary program have been conservative.

"If this is true, and if other factors do not interfere, actual performance in 1966 may well be better than the projections reported by the companies, as it was in 1965. However, on this and other points, it seems wisest to wait and see. . . ."

HEADED FOR JAPAN for display at the Tokyo Trade Center show of equipment for the aviation industry is this Bell "Ranger" jet helicopter. Temporary passengers are Paul Pauly, Director of Commerce's Office of International Trade Promotion (left), and Dwayne Jose, Domestic Sales Manager, Bell Helicopter Co.

Makers of helicopters, small planes show interest in upcoming Tokyo exhibition

September show at Tokyo Trade Center ideal opportunity for U.S. firms to increase sales of support equipment for Japanese aircraft

As plans for the fall show of small aircraft and maintenance equipment progress, manufacturers of utility helicopters and light aircraft have shown increased interest in displaying their products. A small jet helicopter by Bell, for example, is among the executive aircraft scheduled for shipment to Japan for the show.

With the demand for aviation maintenance and test equipment expected to increase at an annual rate of between 10 and 15% during the next several years, Japan provides a healthy market for U.S. manufacturers of aircraft support equipment, a recent survey shows.

The special exhibition of equipment for the aviation industry, scheduled for the U.S. Trade Center in Tokyo, Sept. 19-27, offers an opportunity for U.S. firms to enter this growing market or expand their sales in Japan.

The Japanese airframe industry was slow to recover after World War II, and only recently have aircraft of Japanese design been produced again. The overwhelming majority of aircraft presently registered in Japan are of U.S. origin. Competition for U.S. maintenance equipment comes mainly from domestic Japanese manufacturers, but U.S. products are preferred for durability and design.

Japanese imports of aircraft, parts, and communications equipment rose tenfold to almost $90 million annually in the decade ending in 1964. A survey made for the Bureau of International Commerce in September, 1965, showed that the U.S. share of these imports exceeded $70 million, or more than 75%.

The rapid expansion of the domestic production of aircraft in Japan opens a new market for U.S. firms—repair and service equipment for Japanese products.

Write: Bureau of International Commerce (code 926), Department of Commerce, Washington, D.C. 20230.

Surplus dealers move show to Puerto Rico; seek overseas sales

The First International Surplus Dealers Trade Show will be held in San Juan, Puerto Rico, Sept. 1-5, sponsored by the Institute of Surplus Dealers. The show has been held for many years in the continental United States.

Institute members to be present include specialists in both "hard" and "soft" goods, covering virtually all types of surplus. Scrap buyers are expected to attend from the Caribbean islands, Central and South America, and Europe, as well as from the mainland United States.

Non-members are invited to participate in the show. **Write:** Aubrey Moss, Institute of Surplus Dealers, Inc., 700 Eighth Ave., New York, N. Y. 10036.

Poznan exhibit features "Tools of America" theme

For the tenth consecutive year the United States will be among the countries represented at the Poznan International Trade Fair, June 12-26. Forty-four nations will have exhibits at the fair.

The theme of the U.S. pavilion will be "Tools of America," with various areas devoted to different types of tools. Metalworking, woodworking, masonry, automotive, and home hand tools will be among those shown.

One of the highlights of the exhibition is a display of eight American companies run by Polish-Americans which have been outstandingly successful.

Inquiries sought for 1967 World Fishing Show

London will again be the host city for the Third World Fishing Exhibition, to be held at Olympia, London, June 1-7, 1967. The biennial show was held in London in 1965, and was quite successful. American firms desiring further information should write directly to the organizers, Commercial Exhibitions, Ltd., The Tower, 229-243 Shepherds Bush Rd., Hammersmith, London, W. 6, England.

EXHIBITION BRIEFS *WORLDWIDE*

MUNICH BAUMA, March 19-27. 860 exhibitors from 20 countries in construction machinery, special machines for the production and processing of building materials, road maintenance machines and auxiliary building equipment of every kind. 30 AMERICAN EXHIBITORS. Attendance 104,000, down 30%. Poor attendance attributed to absence of certain large companies in controversy whether to hold BAUMA annually or every two years. No sales estimates but American companies quite satisfied with sales or prospective sales. The demand for heavy American quality machinery has not slackened despite the slower tempo of the construction industry and price increases. Next BAUMA, March 11-19, 1967.

MUNICH BAU, March 19-27. 415 Exhibitors from 13 countries in construction materials, building components and interior decoration. 3 AMERICAN EXHIBITORS. Attendance 91,000, up 30% from 1964. Special interest in aluminum and metal industries, wood products, brick, light concrete, insulation, synthetic products and their application. No sales estimates but 98% of those interviewed established new contacts at the fair. The unexpected success of BAU should encourage American suppliers of building materials to participate in the next BAU in 1968.

JOHANNESBURG RAND EASTER SHOW, March 29-April 11. 372 exhibitors from 13 countries in agricultural and industrial machinery and consumer goods as well as livestock. 22 AMERICAN EXHIBITORS. Most of the national pavilions emphasized consumer goods although the British and Italians were also strong in machine tools. Attendance (trade and public) 561,682, up from 1965. No sales estimates. For American firms eager to present new consumer goods to a cross section of the public the show can be effective provided the products lend themselves to sampling or participation. As a medium for locating agents or major buyers its effectiveness would probably not be commensurate with costs. As a medium for selling electronic equipment, machine tools or similar items having technical or industrial application, it is extremely limited.

Oceanographic exhibit discussed with French explorer in Commerce talks

Symposium and show at Frankfurt Trade Center to attract buyers, agents; Technical papers, latest U.S. equipment and technology to be featured

Secretary of Commerce John T. Connor last week welcomed the internationally-known marine explorer-inventor, Jacques Yves Cousteau, to the Department of Commerce for talks on the Department's plan for a symposium and oceanographic equipment show in Frankfurt, Germany, Nov. 2-9.

Cousteau is the French oceanographer who invented the Aqualung and perfected a system of underwater television, accomplishments that opened new worlds in ocean sciences and engineering.

Cousteau, also known as a research engineer, author and film-maker, is director of the Oceanographic Museum in Monaco, founder of the Underwater Studies and Research Group, president of Campagnes Oceanographiques Francaises and chairman of the board of U.S. Divers, Inc. His films include the recent "World Without Sun" and the Academy Award winner, "The Silent World."

The September symposium in Frankfurt will be an international event featuring technical papers by U.S. and foreign experts on oceanography.

Concurrent with the symposium, the Department's Bureau of International Commerce will stage a show-and-sell exhibition of the latest in U.S. oceanographic equipment and technology at the U.S. Trade Center in Frankfurt. It is expected to attract buyers, agents, distributors and technical specialists from throughout Europe. About 30 U.S. firms will take part in the show, the first overseas promotion of American oceanographic equipment and know-how.

Date change

Note that the oceanographic exhibit described above, originally scheduled for Aug. 31-Sept. 7, will now be held Nov. 2-9.

Dutch chain buying representative goods for "America Weeks"

First sales effort in Netherlands includes displays in three cities

Teams of buyers from De Bijenkorf, a Netherlands department store chain, will be in the United States during the next two months to purchase about $200,000 worth of U.S. consumer goods for an "America Weeks" sale Oct. 1-15, the U.S. Department of Commerce reported today.

The first promotion in The Netherlands under the new "America Weeks" program, sponsored by the Department's Bureau of International Commerce, will be in Amsterdam, Rotterdam and The Hague. BIC will direct store officials to the broadest possible range of U.S. consumer goods and will help them find special exhibits and other promotional material in keeping with the theme of their "America Week" sales.

The Dutch buyers will be on the lookout for new and unusual consumer products in all categories, including men's and women's wear, household goods and American cheeses and wines. They also will seek the cooperation of U.S. firms willing to provide personnel to demonstrate new products.

De Bijenkorf is represented in the United States by Independent Retailers Syndicate, 33 West 34th Street, New York, N.Y. 10001.

Australia schedules Sixth Timber Congress for fall

United States timber and wood products companies have been invited to attend the Sixth All Australia Timber Congress, to be held at Surfers Paradise, Queensland, Sept. 19-23. The theme of the meeting will be "Pathway to Profit—Research, Production, Marketing."

The program for the conference includes a tour of the Queensland timber industry. Organizations or persons interested in further information may contact D. A. Wilkinson, 457 Adelaide St., Brisbane, Australia.

Stuttgart Fair shows firm demand for U.S. hospital equipment

Film of open-heart surgery brings large crowds to medical displays

Split-second timing to bring a color film of medical advancement that startled the world added buyer attention and sales impact to a U.S. medical equipment show in Germany this month.

The color film was on the historic operation in which Dr. Michael DeBakey implanted a partial artificial heart in a human being for the first time and proved to be the biggest crowd attraction in the U.S. exhibit at the International Hospital Fair held at Stuttgart, Germany, May 11-14. Demand was so great that a special projection was arranged to allow all visitors in the pavilion at the several daily showing times to see the film, which had been rushed by air to Stuttgart immediately following the operation.

Sales expectations high

Enthusiasm and sales both ran high, with direct sales totaling $106,700. This figure was considered excellent in view of stringent budgetary controls usually imposed on direct purchases by hospitals and universities. Exhibitors conservatively projected sales during the next 12 months at $2,731,300.

All firms seeking representatives were successful in making contacts, with some firms having as many as 30 offers in up to 14 countries. The exhibitors all characterized the fair as from good to excellent, and both visitors and customers showed interest in the newest U.S. products. Among the most popular exhibits were the "Stryker bed," the Corbin-Farnsworth "MAX" mobile life-saving station, and the Hewlett-Packard cardiac surgery monitoring and recording system.

The high first-day attendance of 19,000 people at the Fair was attributed to excellent advance coverage in local and national news media, and attendance was high throughout the duration.

A reception by the U.S. Ambassador to the Federal Republic of Germany, George McGhee, on the second day of the exhibition also attracted many buyers.

A total of 43 U.S. companies participated in the exhibition.

TYPICAL OF MODERN SURGICAL AID DEVICES shown by U.S. manufacturers at the Stuttgart International Hospital Fair this month was this automatically controlled hospital gurney by Don Baxter, Inc.

OTHER ADVANCED U.S. PRODUCTS shown included oxygen apparatus by Oxequip and Continental Hospital Industries, Inc. (above left). George Springsteen of the Jonker Corp. (above right) demonstrates a data retrieval system. The Circ-o-lectric Bed (below) by the Stryker Corp. was a popular feature.

Venezuela devises system of industrial investment priorities

State development agency lists industries eligible for aid

The Venezuelan Development Corporation (CVF), the principal economic and industrial promotion agency of the Venezuelan Government, has published a preliminary study establishing a system of industrial investment priorities to be applied by the CVF in cases where financial assistance is requested by new industries.

The CVF's central role in financing Venezuelan development is realized through such activities as direct loans or guarantees of loans to new enterprises, purchasing a percentage of the bonds issued by private firms, and issuing its own bonds.

The study attempts to identify industries which should be self-financing, as well as those which will continue to receive CVF assistance. Specific factors weighed in the evaluation included: market, relation to government programs, utilization of national raw materials, use of unskilled labor, foreign exchange savings, adaptability to industrial decentralization, and regional economic considerations.

The following are the industries within each priority grouping and the relevant CVF comment on each:

First priority. The study recommends full CVF assistance to these industries: metalworking, basic metals, glass, ceramics, chemicals, rubber and slaughterhouses.

Second priority. It is believed that sufficient private resources, potential market, and relatively lower capital requirements dictate a lower priority for CVF assistance to the canned vegetables and sisal products industries.

The establishment of small producers in the production of animal foods concentrates is desired to enhance competition with existing large enterprises.

The CVF believes that the needs of the nation's interior regions require the decentralization of the paper, cardboard, and graphic arts industries, and the addition of new enterprises in those areas.

Third priority. The sugar industry is sufficiently developed, but the study recommends that the CVF assist price and wage stability.

In the milk and milk products industry, there is need for domestically-owned production centers, regionally located.

CVF assistance is recommended for fish processing enterprises producing for export and those contemplating operations in presently underdeveloped types of production.

In the tobacco products industry, the need for CVF assistance is seen as limited to production for export.

The plastics industry is already well-established and progressing, but CVF assistance is recommended in the production of intermediate items.

Fourth priority. These industries are judged to be sufficiently developed: canned meats, flour products, edible oils and fats, hides and skins, textiles, woodworking, phonograph records, food products, beverages, poultry farms, shoes, paints and varnishes, cement, and clothing.

Philippine Central Bank raises rediscount quotas

The Philippine Central Bank has approved an increase in its rediscount quotas to 125% of commercial banks' net worth as of March 31. Under the new regulations, a commercial bank may rediscount with the Central Bank: eligible commercial paper totaling up to 50% of its net worth at 4¾%; eligible paper extending credits for production purposes also up to 50% of its net worth at 3%, provided that the lending rate of the bank to its customer does not exceed 9%; and, as part of the government's special effort to increase rice and corn production, credits for this purpose up to 25% of its worth.

June 21 hearing set on Czech work shoe imports

The U.S. Tariff Commission will hold a public hearing on June 21 as part of its investigation to determine if leatherwork shoes are being imported into this country from Czechoslovakia at less than fair value and thereby injuring domestic producers.

The hearing will begin at 10 a.m. in the Hearing Room, Tariff Commission Building, 8th and E Streets, NW., Washington, D.C. Interested parties desiring to appear and to be heard should notify the Secretary of the Commission in writing at least three days before the hearing.

India drops license rule for certain industries

India's Minister of Industries has announced that the requirement of a government-issued industrial license to establish new industrial units or expand existing ones will be lifted from the following industries: iron and steel castings and forgings; iron and steel structurals; electric motors not exceeding 10 horsepower; wood and chemical pulp; power alcohol; solvent extracted oils; glue and gelatin; glass, excluding hollow ware; fire bricks and furnace lining bricks; portland cement; insulating board; gypsum board; and plywood.

These industries were selected because they do not require substantial imports of components or raw materials and they do not compete with small-scale or cottage industries. The Government plans to review the effects of the decontrol after a year, with the aim of making additions in order to accelerate the development of industries with export potential.

Cyprus economy seems to be weathering political strife

A 1965 Economic Summary, prepared by the U.S. Embassy at Nicosia, reports that the Cypriot economy seems to be withstanding the strain of two years' political strife. Most domestic economic indicators registered growth over 1964 levels, while foreign trade peaked to an all-time high.

A long-term trend toward greater dependence on agricultural production and export continues, backed by Government projects for development and conservation of water resources. Consequently, U.S. manufacturers of irrigation and agricultural equipment, as well as food processing and packaging machinery, should find the island republic an increasingly attractive market.

Interested U.S. firms may obtain a loan copy of the summary from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Business Bulletins

from around the world

BELGIUM—Weekly container (40-ft. size) service between U.S. Atlantic ports and Belgium inaugurated at Gylsen Terminal, Antwerp. Containers of first run offloaded directly on semi-haulers in minutes. New service is result of U.S. Lines-Belgian Line agreement recently concluded for pooling, exchanging containers.

Belgian Television (RTB) in collaboration with French ORTF staged special color TV demonstration using SH-8000 TV relays produced by Belgian firm, SAIT-Electronics. This first demonstration of SECAM color TV in Belgium, transmitted from Paris, was considered successful.

GUATEMALA—Minimum wage of $1.68 a day established for workers in plastics industry. New minimum wage is ninth in series established in Guatemala since early 1965. It will become effective in June.

IRAN—Net oilfield production by Consortium amounted to 180.9 million barrels for first quarter of 1966—3% increase over fourth quarter 1965 and 17.8% over the first quarter 1965. Crude oil exports totaled 141.9 million barrels for quarter.

IRELAND—Trade Mission, sponsored by Irish Export Board (IEB) presently on two month tour of Australia to lay basis for increased exports from Ireland. IEB stated belief that $5.6 million export trade with Australia is possible within short time. Imports from Australia totaled $9.8 million in 1965, while exports to Australia amounted to $1.4 million.

ITALY—Westinghouse Electric Corp. and FIAT have made agreement for exchange of information and cooperation in servicing marine propulsion plants. FIAT also granted Westinghouse license for construction of diesel ships' motors.

KOREA—Korea-Japan Trade Agreement, signed in Seoul, calls for joint efforts to expand trade between two countries and will extend most-favored nation treatment to signatories to extent permitted by existing laws and regulations. Accounts will be settled in U.S. dollars or other agreed convertible currencies.

NETHERLANDS—Netherlands Bank raises official discount rate from 4.5% to 5%. Increase due to unsatisfactory balance-of-payments developments, expansion of credit, rising foreign, domestic interest rates.

To date 109 electronic computers valued at $28 million installed at data processing institutes in Norway, according to press reports.

Norwegian forestry circles show serious interest in tree harvester for use in certain areas. Beloit tree harvester which trims tops, fells and deposits timber on ground demonstrated recently. Demonstration showed that harvester operated well in snow, cold weather. Machine is operating already in Swedish forests, according to press reports.

SPAIN—Bendix Corp. joins with two Spanish firms in forming Bendiberica, S.A. Capitalized at $2.3 million, company will produce brakes, compressors in new Pamplona plant employing 700 workers.

SWITZERLAND—Industrial production up 3% in 1965 (vs. average annual increase of 5.7% for 1961-64). Public utilities, paper, machinery, and watches showed largest increases. Chemicals and building materials registered decreases.

Federal Government applies for membership in Asian Development Bank. Swiss quota is to be $5 million.

VENEZUELA—Preliminary 1964 Government statistics indicate gross domestic product (GDP) expanded 7%, the same rate as 1964 growth. Per capita GDP rose approximately 3.9% in 1965, while manufacturing, construction, utilities sectors grew 12.2%, or nearly double economy-wide rate. Petroleum sector expansion was 2.3%.

Tariff Commission sets hearing on duty rates based on American selling price

The Tariff Commission will investigate provisions of the Tariff Schedules under which certain products are subject to duty based on their American selling price.

A June 8 hearing will be held in connection with this investigation, at the Tariff Commission's Hearing Room, Eighth and E Streets NW., Washington, D.C.

The Commission has prepared a list of converted duty rates for the cited products. Copies of the "list of tentative converted rates of duty together with explanatory material" can be obtained from Tariff Commission offices in Washington and New York.

Information and views may be submitted either in writing or by oral testimony at the public hearing, or both.

Interested parties desiring to appear and to be heard should notify the Secretary of the Commission in writing at least three days before the date set for the hearing.

Written submissions should be received not later than June 10.

Sudan cotton ginnery will be equipped with U.S. goods

The Export-Import Bank of Washington has authorized a $2.3 million loan to the Government of Sudan. Proceeds of the loan will be used to finance purchase of U.S. machinery and equipment needed in the construction of a cotton ginnery to be established at Khashm el Girba.

Specific items to be supplied from the United States include three ginning units, steel sheds, warehouses, tractors, workshop equipment, trucks, and office equipment. The suppliers have not yet been selected by the Government of Sudan. Local costs of some $1 million equivalent are being provided by the Sudanese Government.

STARCH

An Australian producer of wheat-based starch, gluten and glucose seeks a license to make special glucoses and chemically modified starches. The firm is particularly interested in starches used in paper technology. Only processes applicable to wheat starch technology are sought.

Reportedly, the company plays a prominent role in the Australian starch industry and the major portion of its production is for domestic consumption.

Write: Andrew Baker, Pty., Ltd., P.O. Box 22, Homebush, N.S.W., Australia, Attn: R. McK. Street, General Mgr. WTD.

Firms want U.S. ties

Manufacturers in Iran, Afghanistan look for partners, licensing agreements

Businessmen in Iran and Afghanistan seek U.S. participation in 40 various joint venture and licensing agreements, according to members of a recent U.S. Trade Mission.

In a number of instances, U.S. investors are requested to furnish only machinery, equipment and technical assistance, with no outflow of U.S. funds involved.

Several licensing arrangements are sought in diverse fields such as glassware, vinyl floor tile, and electric appliances. Joint venture opportunities feature proposals to produce baby food, establish a vegetable cannery and set up a tanning operation.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. The identifying number is listed immediately after the address of the foreign firm.

0112 Cotton farms

An Afghan land owner seeks a joint venture with a U.S. company to irrigate and develop approximately 2,500 acres for raising cotton, linseed and other crops. The U.S. firm is asked to provide water well drilling and agricultural equipment, technical know-how and management of the operation. The land owner will supply the necessary capital.

Write: H. M. Hashem Hosseinzadeh, Jade Timurshahi #10, Kabul, Afghanistan. IR 46-AF.

A joint venture to establish a cotton gin, capable of processing 100 tons of cotton a day is sought by an Iranian cotton grower. A U.S. company is asked to supply machinery.

The Iranian grower is also interested in obtaining modern technical know-how in all phases of cotton growing, picking and processing.

Reportedly, the Iranian established his business in 1952 and employs approximately 3,000 workers on a seasonal basis.

Write: Asghar Etebar, Timcheh-Gol, Shiraz, Iran. IR 163.

0133 Poultry farms

A Kabul supermarket operator seeks a joint venture with an experienced U.S. poultry firm to establish an egg and poultry farm. The businessman is interested in a facility providing 1,000 eggs daily with a flock of between 5,000 and 10,000 birds.

A U.S. company is asked to furnish some capital, technical assistance and such equipment as incubators. The Afghan businessman will supply land, capital and a marketing outlet.

Write: Aziz Super Market, Karte Perwan, Kabul, Afghanistan. IR 19-AF. WTD.

1511 General building contractors

An Iranian engineering and building contractor seeks a joint venture with a medium-size U.S. construction company.

Established in 1964, the Iranian firm reportedly has 300 employees.

Write: Sherkat Jouhar, P.O. Box 7, Ahwaz, Iran. IR 204.

2032 Baby foods

An Iranian manufacturer and wholesaler of food products such as olive oil and jelly seeks a joint venture with an experienced U.S. firm to produce baby food.

Participation by the U.S. company is requested in the form of equipment and technical assistance.

Established in 1948, the Tehran firm reportedly employs 75 persons.

Write: Total Co., Ltd., Ave. Naser Khosrow, Passage Rezai, Tehran. IR 94b. WTD.

2033 Canning

An Afghan canner of pomegranates, apricots and peaches seeks a joint venture with a U.S. firm to complete and reactivate a closed canning plant.

The U.S. firm is asked to furnish technical assistance and the necessary equipment for completion of the fruit processing section, also for a proposed nut processing and juice concentrating facility. Established in 1963, the firm reportedly has 500 employees.

Write: Kandahar Fruit Export Co., Kandahar, Afghanistan. IR 21-AF.

An Iranian fruit and vegetable canning firm seeks a joint venture with a U.S. company to expand operations. Reportedly, the firm does an annual volume of $300,000.

Write: ATCO Co., Saray Khazeni Ave., Vasal Shirazi, Shahnaz St., Tehran, Iran. IR 8.

A joint venture to establish a vegetable canning plant is sought by an Iranian importer and reported owner of a 350-acre farm.

The Tehran firm plans to can green beans, tomatoes and peas utilizing a single line operation.

Write: Jahan Co., Ltd., 299 W. Boozarjomehri Ave., Tehran, Iran. IR 29. WTD

2034 Dried vegetables

An importer and retailer of general merchandise and exporter of carpets, raisins and sheep casing seeks a joint venture to establish a facility for producing tomato powder by the drum drying process.

The U.S. firm is asked to furnish machinery and technical assistance.

Write: Hamidi Stores, Jade Maiwand, Kabul, Afghanistan. IR 43-AF. WTD.

2051 Bakery products

A joint venture to expand operations through the manufacture of additional products in the food line is proposed by an Iranian biscuit company.

The U.S. company is asked to furnish equipment and technical assistance in return for equity. No outflow of U.S. funds is involved. The firm will provide land, labor and plant facilities.

The company now operates a plant near Tehran and claims to have a production capacity of 17 tons of biscuits per day.

Write: Biscoperse Co., Ltd., Gorji Bldg., Boozarjomehri Ave., Tehran, Iran. IR 69b. WTD.

2052 Biscuits

A leading Iranian biscuit manufacturer seeks a license to produce special items such as dietary, diabetic and baby biscuits, primarily for export. Requested of a U.S. firm is machinery and technical assistance.

Established in 1961, the firm reportedly employs 130 persons and has an annual volume of $2 million.

Write: Biscoperse Co., Ltd., Gorji Bldg., Boozarjomehri Ave., Tehran, Iran. IR 69a. WTD.

2071 Confectionery products

A Kabul importer of bicycles, clothing and cosmetics and exporter of nuts in the shell seeks a joint venture to establish a plant for shelling and cleaning walnuts, pistachios, almonds and pimentos. Requested of a U.S. firm is participation in the form of machinery and equipment.

Write: Dawey Company, Afghan Market, Kabul, Afghanistan. IR 3-AF.

2096 Vegetable oils

A joint venture to produce vegetable oil is sought by an Afghan trading firm engaged in importing construction materials and exporting sheep skins.

Write: Samadzade and Co., Jade-Maiwaind 7, Kabul, Afghanistan. IR 35a-AF.

2281 Cotton spinning

An Afghan cotton ginning company seeks a joint venture with an experienced U.S. firm to establish a cotton spinning plant. The U.S. company is asked for capital and technical assistance. The firm claims cotton is one of the major products of the area.

Write: Bakhtar Industrial Agency, Balkh Gate, Mazar-i-Sharif, Afghanistan. IR 29-AF.

2621 Paper mill

A Kabul import and export firm, estab-

lished in 1906, proposes a joint venture to establish a paper making plant.

Write: Samadzade and Co., Jade-Maiwaind 7, Kabul, Afghanistan. IR 35b-AF.

A cotton gin operator proposes a joint venture with an experienced U.S. firm to establish a paper making plant with an initial capacity of approximately 3000 tons a year.

Participating by a U.S. company is sought in the form of capital and technical assistance.

Write: Bakhtar Industrial Agency, Belkh Gate, Mazar-i-Sharif, Afghanistan. IR 26-AF.

A joint venture with an experienced U.S. paper manufacturer to establish a paper making mill is sought by an Afghan importer of electrical goods. A representative of the Afghan firm expects to visit the U.S. in the next three months and would like to visit paper-making plants.

Write: Noor Electric Ltd., Labe Darya Khiadan, Kabul, Afghanistan. IR 23-AF.

2810 Chemicals

A license to manufacture new products in the chemical field is sought by an Iranian importer of chemicals, refractories and raw materials for local industries.

The Tehran firm, established in 1963, employs approximately 12 persons.

Write: Hormozan Co. S.A., Passage Nikpour, Ave. Bouzarjomehr, Tehran. IR 89. WTD.

2816 Zinc oxide pigments

A joint venture to manufacture zinc-oxide for the paint and rubber industry is proposed by an Iranian importer and manufacturer of pharmaceuticals and cosmetics. A U.S. firm is requested to furnish technical assistance. No capital contribution is asked.

Reportedly, the Tehran company was established in 1948 and employs approximately 75 persons.

Write: Total Co., Ltd., Ave. Naser Khosrow, Passage Rezai, Tehran. IR 94a. WTD.

2819 Carbide

An Iranian manufacturer of concrete products such as blocks and pipes seeks a joint venture to establish a carbide plant. According to the businessman, gas and limestone are available in Iran. Reportedly, the business was established in 1930.

Write: Aziz George, Ahwaz, Iran. IR 178a.

2821 Plastic materials

A Tehran phonograph manufacturer proposes a joint venture with a U.S. firm to establish a plastics plant capable of producing 200 tons of plastic p.v.c. a month.

A U.S. company is requested to provide machinery only. The Tehran firm will contribute capital, labor and operating facilities.

Established in 1954, the company claims to have approximately 180 employees.

Write: S.S. Iran Gram, Takhte Djamshid Ave., No. 94, Tehran. IR 106. WTD.

An importer of raw materials for the plastics industry seeks a licensing or joint venture arrangement to manufacture plastic sheeting.

Write: Pars Machine Co., 620, Aluminum Bldg., Shah Ave., Tehran, Iran. IR 113b. WTD.

2873 Agricultural insecticides

A Tehran importer of agricultural chemicals seeks a licensing arrangement with a U.S. firm to manufacture insecticides and fungicides.

Write: Soosan Trading Corp., 392 Shah Reza Ave., Tehran, Iran. IR 75b. WTD.

3079 Floor tile

A Tehran manufacturer of venetian blinds, spring mattresses and folding doors seeks a license to produce vinyl floor tile.

The company employs approximately 50 people and operates a plant and two show rooms.

Write: Persik Co., Ltd., 87 Shah Ave., Tehran. IR 103. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes avilable.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

3111 Tanning

A Tehran shoe manufacturer, reported to have 200 retail stores, seeks a joint venture with a U.S. firm to build a tannery. The U.S. company is requested to furnish equipment, technical know-how and management for a minimum of three years in return for participation in the new project on a 50-50 or any other reasonable basis. The Iranian firm will supply the necessary capital.

According to the company, which claims to be the largest consumer of leather in the country, the supply of hides in Iran is not sufficient to meet demands. It believes additional hides could be imported from the U.S.

Write: Shoe Melli Co., Mehrabad Sar Asyab-Tehran, Iran. IR 37.

3211 Plate glass

A joint venture to establish a plate glass factory capable of producing 3,000 tons of glass per year is sought by an Afghan cotton-ginning company. A U.S. firm is asked to furnish capital and technical assistance.

The firm claims a German engineering study has determined the existence of necessary raw materials.

Write: Bakhtar Industrial Agency, Balkh Gate, Mazar-i-Sharif, Afghanistan. IR 28-AF.

3229 Glassware

A glassware manufacturer seeks a licensing or joint venture arrangement with an experienced U.S. glass producer. Participation by the U.S. firm is requested in the form of equipment and technical assistance. The Iranian firm will provide the necessary capital.

The firm claims to produce 50,000 pieces of glassware daily, principally in tablewares. Established in 1965, it reportedly employs 400 persons.

Write: Iran Crystal Factory, 163 Eisenhower Ave., Tehran, Iran. IR 23. WTD.

An Iranian manufacturer of sheet glass, tumblers and crystalware seeks to expand production and improve quality through a licensing arrangement with a U.S. firm.

Asked of the U.S. licensor is technical assistance. The Iranian firm claims to have $2 million for expansion purposes. It is particularly interested in obtaining and utilizing modern U.S. processes in the glass field. Reportedly, the company employs 400 persons.

Write: Iran Glass Factory Co., 248 Blvd. Elizabeth II, Tehran. IR 91. WTD.

3272 Concrete pipe

An Iranian contractor and manufacturer of concrete pipe proposes a joint venture with a U.S. firm to supply and install concrete pipe for the distribution of drinking water.

The Tehran firm is interested in proven pipeline systems including cylinder, non-cylinder prestressed and cylinder prestressed pipe. According to the firm, installation of a pipeline between Abadan and Bandarshapur is under consideration.

Write: Ali Dad Farmanfarmayan, Azimi Bldg., Ferdowsi Sq., Tehran, Iran. IR 84. WTD.

3433 Heating equipment

An Iranian manufacturer of refrigerators, coolers and water heater seeks a licensing arrangement with a U.S. firm to produce space heaters and oil and gas heaters. The

company is also interested in making additional products including electric air conditioners, commercial refrigerators and gas ranges.

Established in 1936, the firm claims to have approximately 1,100 employees.

Write: Arj Manufacturing Co., 195 Ferdowsi Ave., Tehran, Iran. IR 86. WTD.

3522 Agricultural machinery

An Iranian importer and wholesaler of agricultural equipment and road building machinery seeks a license to make such agricultural machines as fertilizer spreaders, knapsack sprayers, and sprinkler irrigation fixtures.

The firm states it represents several U.S. firms as a manufacturer's agent.

Write: Soosan Trading Corp., 392 Shah-Reza Ave., Tehran, Iran. IR 75a. WTD.

A licensing arrangement with a U.S. firm to manufacture such agricultural implements as planters, harrows and cultivators is sought by a Tehran importer of tractors and farm equipment. The firm also operates a Volvo agency.

Established in 1959, the Tehran company reportedly has 200 employees.

Write: Zamyad C., Ltd., Saadi Ave., No. 728, Tehran, Iran. IR 92.

3561 Pumps

A joint venture with an experienced U.S. firm to manufacture deep well water pumps four to 12 inches in diameter is sought by a Tehran importer of tractors and agricultural implements.

Reportedly, established in 1958, the Iranian company employs 30 persons.

Write: Mahkesht Co., Ltd., Seraye Azarin, Tehran, Iran. IR 11. WTD.

3623 Welding electrodes

A joint venture to manufacture welding electrodes is sought by an Iranian company currently engaged in making concrete products and general construction.

Write: Aziz George, Ahwaz, Iran. IR 178b.

3631 Gas ranges

A licensing or joint venture arrangement with a U.S. firm to manufacture gas ranges and water coolers is sought by an Iranian importer and assembler of refrigerators and air conditioners.

The Tehran company, which reportedly began as a family business in 1925, has approximately 20 employees. The firm states it is currently assembling refrigerators under a licensing arrangement with an Italian company.

Write: Pars Machine Co., 620 Aluminum Bldg., Shah Ave., Tehran, Iran. IR 113a. WTD.

3634 Electric appliances

A group of Ahwaz businessmen seek a joint venture with an experienced U.S. firm to establish a plant for the assembly and eventual manufacture of air-conditioners, electric household appliances and fans.

Reportedly, the group has $1 million to invest in the proposed venture. Requested of a U.S. company is technical know-how and design, plus some capital in return for an approximate 40% interest in the new firm.

Write: Abass Modaress, Nejami St. No. 109, Ahwaz, Iran. IR 200.

3711 Motorized carts

An Iranian steel fabricating firm seeks a license to make such additional products as motorized carts. The Tehran firm is interested in purchasing component parts and fabricating the cart bodies in its plant.

Write: Neyr Pars, Ferdowsi Sq., Tehran, Iran. IR 80.

4222 Refrigerated warehousing

A joint venture to establish a cold storage plant with a 5000-7000 ton capacity is sought by an Iranian date exporter.

Write: Sherhat Tazamoni Saderati Jalal Movaghar, Pahlavi Ave., Khorramshahr, Iran. IR 218.

An Iranian date exporter seeks a joint venture to establish a cold storage facility with a 5000 ton capacity.

Write: Jahan Trading Corp., Pahlavi Ave., Khorramshahr, Iran. IR 219.

7011 Hotels

Established in 1958, a Tehran hotel firm is interested in expanding operations through a franchise or joint venture with an experienced U.S. hotel firm.

Write: Tehran Palace Hotel, 18 Shah-Reza Ave., Tehran, Iran. IR 36.

MEASURING INSTRUMENTS

A London manufacturer of electrical and electronic measuring instruments and coil winding machinery seeks a license to manufacture additional electronic products utilizing its present facilities.

Write: AVO, Ltd., Avocet House, 92-6 Vauxhali Bridge Rd., London, England. WTD.

EQUIPMENT

A manufacturer of textile weaving machinery seeks a license to produce materials handling equipment, lifting or packaging machinery and grinding and pulverizing machines.

Write: Ets. Diederiches Freres, 69-Colombe-les-Vienne, France. WTD.

U.S. firms will supply Spanish power station

A $22 million Eximbank loan will help build a U.S.-equipped thermal power generating station in Spain.

The General Electric Company, acting through its IGE Export Division, will supply the equipment to be financed by the loan. Boiler and accessories will be purchased from Babcock and Wilcox, New York City, through IGE Export Division. The prime contractor will also use Ebasco Services, Inc., New York, as its technical consultant.

Recipient of the loan is Iberduero, S.A. a leading electric utility, which is building the 360,000 kilowatt facility in the northwestern city of Bilbao.

Brazilian bolt firm seeks joint venture

A Brazilian manufacturer of special bolts and fasteners for industry wants to expand production through a joint venture with a U.S. company in the same field.

The U.S. firm is asked for financial participation of around $60,000 in the form of capital and possibly, modern used machinery.

The firm manufactures made-to-order bolts for the railroad, road building, electric and automotive industries. In addition, it makes special forgings and milled fasteners. Total production is approximately 1.5 million units per year.

The Sao Paulo firm reportedly occupies rented premises in an industrial area. It has about 45 employees and the plant equipment includes presses, drills, lathes and other bolt making machines. The firm plans to establish a testing laboratory at a later date.

There are reportedly several manufacturers of bolts, nuts and allied products in Brazil, but increasing industrial growth has created a high demand for special bolts.

U.S. firms interested in exploring this proposal are advised to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the company.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further details on the proposal, **write:** Daserra S.A. Industria e Comercio, Rua Behring 84, Sao Paulo, Brazil, Attn: Roberto F. Villela. WTD.

PHARMACEUTICALS

A Paris manufacturer of pharmaceutical products such as vitamins, hormones and tranquilizers seeks a licensing arrangement with a U.S. company to make pharmaceutical specialities currently unknown on the French market.

The company, established in 1949, reportedly does an annual volume of 2.5 million. It has 160 employees and 35 travelling salesmen.

Write: Laboratoire Sobio, 47 rue des Francs-Bourgeois, Paris 4e, France. WTD.

World Trade Opportunities

Prequalifications invited for Japanese expressway

Nihon Doro Kodan (Japan Highway Public Corp.) invites prequalification of experienced contractors or interested international companies to bid on the construction of sections "E and F" of the Tokyo-Nagoya Expressway.

Both projects are in the Aichi Prefecture with "E" Project from Oaza Nagasawa, Otowa-cho, Hoi-gum to Aza Hagi, Otowa-cho, Hoi-gun which is the expressway section between Toyokawa and Komaki. The "F" Project of the Expressway is from Aza Orichi, Kamo-cho, Toyohashi City to Aza Tsumeyama, Nakouri, Shinshiro City. Work on both projects will include the construction of cutting, embankment, bridges, underpass structure and other works, but not the pavement. No subletting of the major part of the work will be allowed by Kodan who will furnish all the steel and portland cement to be used on the projects.

Prequalifications must be submitted by 5 p.m., June 8, to the Contract Section, Procurement and Right of Way Dept. of the head office of Kodan, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo. (Telephone: Tokyo (503) 0111).

Contractors and interested firms located in the U.S. may obtain a copy of each highway tender announcement and a sample copy information form for prequalification of applicants to bid on the Tokyo-Nagoya Expressway construction work from the Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. (Telephone: 202-967-3601).

NATO projects in Germany open to certified U.S. bidders

The Federal Republic of Germany will invite bids on the NATO infrastructure projects outlined below. U.S. firms certified eligible to participate in NATO International Competitive Bidding are invited to participate by submitting a specially designated German Government form and a filing fee.

Project No. BMVtdg. 68-25-43-21-59 calls for **construction of a road** (14,000 square meters), a 580-square meter **one-storied building and appropriate utilities and appurtenances.** Deadline for submitting application is August 1, with a DM 80 ($20) filing fee. Firms may submit applications in respect to the telecommunications installation for the above structure **only if they are licensed** by the Fernmeldetechnisches Zentralamt der Deutschen Bundespost (FTZ), Darmstadt, to supply extension systems and to connect them with the Federal Postal Network. A photostatic copy of the license must be submitted with the application form.

Project No. BMVtdg No. 68-30-70-01-17 is called "Construction of a NATO Facility in Hesse," and calls for **construction of several one-storied buildings** totaling 5,400 cubic meters enclosed space, **roadwork, utilities and appropriate appurtenances.** Deadline for submission of application is July 1, with a DM 75 ($18.75) filing fee.

Project BMVtdg No. 68-25-46-21-61 calls for earth work, road and building construction and involves a 1,900 cubic meter key-ready **enclosed space building;** 20,000 cubic meters **soil shifting operations,** and 9,500 square meters of **black-top roads.** Deadline date for this project is June 6, with a DM 75 ($18.75) filing fee.

Project BMVtdg No. 68-25-46-21-63 also calls for earth work (25,000 cubic meters **soil shifting** operations), road construction (15,000 square meters-**black top**), and **building construction** (2,500 cubic meters, key ready). The deadline for submission of the specially designated form and the DM 75 ($18.75) is June 6.

Project BMVtdg 68-25-46-21-63 calls for construction of 15,000 square meters of **"flexible road construction,"** a **600 square-meter building,** one-story partly with heating; **fencing, utilities and appropriate appurtenances.** The deadline is September 1 and the filing fee is DM 80 ($20). This project includes communication facilities and the **prequalification restriction for project 68-25-43-21-59 (above) applies equally.**

Copies of the specially designated German Government form and the appropriate invitations to bid, as well as information about NATO International Competitive Bidding (ICB) and certification requirements is available from the Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. (Telephone 202-WO 7-4674).

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Drawings, notes issued on Indian dam project

The Chief Engineer on India's Koyna Hydro Electric Project has issued one copy of brief notes and drawings on the Project's Boladwadi dam, pressure shafts, power house and appurtenances. (INTERNATIONAL COMMERCE, May 16, p. 22).

This copy is available for review (not for loan) in the Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. (Telephone: 202-967-3601).

Paraguay invites tenders on Port of Asuncion work

The National Administration of Navigation and Ports (A.N.N.P.) in Asuncion, Paraquay, invites international bids for construction of work enlarging and improving the Port of Asuncion.

The work will be financed jointly by the A.N.N.P. and the International Bank for Reconstruction and Development. Work on the project includes 340,000 cu. yd. of dredging; fill with dredged material; retaining walls; an extension 350 yd. long by 16 yd. wide of a reinforced concrete wharf; a small boat wharf; two prefabricated metal warehouses (40 yd. x 170 yd.); improvement and expansion of an existing building; installation of high and low tension electric lines, telephone and water distribution; and 30,230 sq. yd. of asphalt pavement.

Interested companies will submit or present to the A.N.N.P. their documents before June 30, and bids will be accepted in the offices of the A.N.N.P. in Asuncion until 4 p.m., Sept. 21. (See INTERNATIONAL COMMERCE, Feb. 28, p. 48 and Jan. 24, p. 41).

Companies or joint ventures desiring to participate in the bidding are to comply with all the requirements listed in the prequalification forms that may be obtained either from Administracion Nacional de Navegacion y Puertos, A.N.N.P., Plazoleta Isabel la Catolica, Asuncion, Paraguay; or Thomas B. Bourne Associates, Inc., Engineers and Architects, 832 Dupont Circle Bldg., Washington, D.C. 20036.

Steel product tenders requested for Burma

The Controller, Central Stores Department, Electricity Supply Board, Ahlone, Rangoon, Burma, has asked for bids by June 30 on Tender No. 505/T/CONST/ESB/65-66 for galvanized plain sheets, flat bars, channels, plates—total weight about 150 tons. Also included in this tender are 57,800 galvanized steel coach screws.

A copy of the tender documents is available on a short-term loan basis to firms domiciled in the U.S. from the Iron and Steel Division, BDSA-642, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2363).

Spain will purchase diesel lift trucks

The Ministry of Public Works, Direccion General de Puertos y Senales Maritimas, Madrid, Spain, has issued Tender No. 70-2-22 for the supply of 200 diesel lift trucks, each with a capacity of 3 metric tons. The bid deadline is July 6.

Additional information is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589). Documents on bidding procedures, technical specifications, and administrative procedures are available from the Servicio de Informacion, Ministry of Public Works, Madrid, Spain.

NATO procurement announced by Iceland

Iceland will receive sealed bids by June 27 for the supply of Bill of Materials #: M63a —Four, steel storage tanks, 80,000 BBL knocked down, ready for field erection, including nozzles and penetrations; M63b—structural steel linings for four, 80,000 BBL underground vertical prestressed concrete tanks.

Material is to be shipped knocked down, ready for field erection and should include nozzles and penetrations; M64a—one ballast tank, approximately 190,000 lb. in vertical, cylindrical welded steel tank for above ground storage, with a cone-type roof. The tank should be 70 ft. in diameter and 30 ft. high. The design fabrication, and erection of the tank must conform to API standard 650, when not definitely specified. The tank should be delivered knock-down ready for field erection.

Bids will be received June 13 for 440,660 lb. of reinforcement steel conforming to U.S. Federal Specifications QQ-S-632b Type II, Class B40 or C40. Reinforcement shall be furnished cut and bent in accordance with U.S. NAVDOCKS Specification 13Yg, for Class E concrete. Material shall be complete as necessary for bottom and roof slab for 4 tank (described above); 15,600 LF slab bolsters suitable for supporting bottom reinforcement on grade with 3" clearance; 15,600 LF high reinforcement chair, for use on grade. Height 10"; 15,600 LF High reinforcement chairs, eights 6". This material is described in Bid of Material # A-90A. Bill of Materials A-90B calls for bids by June 13, for 991,800 lb. of reinforcement steel conforming to U.S. Federal Specs. QQ-S-623b Type II, Class B40 or C40; 15,600 LF slab bolsters, 15,600 LF high reinforcements chairs suitable for use on grade, 10" high and 15600 LF high reinforcement chairs, 8" high.

Bids must be received by 2 p.m. at the Office of the Iceland Prime Contractor, Rm. 1702, 271 Church St., New York, N.Y. 10013.

Copies of the Invitation to Bid and the Bill of Materials are available from the Trade Opportunities Staff, BDSA-624, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674). Firms desiring to participate may be certified eligible for NATO. A brochure, "Doing Business With NATO—How U.S. Firms Can Participate" is available on request and describes certification requirements.

Postage stamp, leaflet bids wanted in Cyprus

The President of the Tender Board, Treasury, Nicosia, Cyprus, requests bids for the printing of postage stamps and advertising leaflets to the Cyprus Government for two years from July 1, 1966, for such quantities and colors as may be requested from time to time.

The minimum requirements are estimated at 4 million stamps and 4,000 leaflets a year. Bid deadline is June 25, Ref/43459/DD. 54/5.

Copies of the tender and conditions are available on loan to firms located in the U.S. from the Department of Commerce, Printing and Publishing Industries Division, BDSA-572, Washington, D.C. 20230. (Telephone: 202-WO 7-4115).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6323. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

072 Animal husbandry services

★★ IRAN—Trade Mission

Baby chicks. Provimi of Iran S.A. (manufacturer, importer), Eisenhower Ave., General Amidi Ave. No. 125, Tehran. WTD in preparation. TM 3T.

121 Bituminous coal

● **GREECE**—Bituminous coal, 7,000 mt., estimated value $150,000 for the Athens Gasworks. Tender No. B/309/66, bid deadline by 12:30 hours, June 6. Ministry of Commerce, 2nd State Purchases Directorate, 50 Socratous St., Athens.★ (Telephone: WO 7-2421).

202 Dairy products

★★ IRAN—Trade Mission

Butter. Nessim Saleh & Co. (importer, exporter), Saraye Omid, Tehran. WTD 12/15/65. TM 10T.

204 Grain mill products

★★ IRAN—Trade Mission

Dried edible peas, beans. Haji Hossein Saki (importer), Pahlavi Ave., Ahwaz. WTD under preparation. TM 43K.

★★ IRAN—Trade Mission

Unmilled rice from Texas (Patna variety). Shah Bankareh's Factories (manufacturer), Shiraz. WTD under preparation. TM 25I.

220 Textile mill products

IVORY COAST—Printed fabrics for women's clothing: cotton, silk, lame, rayon, other synthetics. Requests replies in French. Mamadou Camara, (importer, wholesaler), Ave. 16, rue

13, B.P. 6048 Abidjan-Treichville. WTD 4/28/66.

225 Knitting mills

● **IRAQ**—Underwear, cotton shirts, 250,000 "V" neck, 150-160 gr. Tender No. ORD/28/66, bid deadline June 28. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

● Mosquito nets, 16,000, 5'8½" long, 5'6" high, 3' wide at the base and 1'6" at the top. Tender No. ORD/24/1966, bid deadline June 21. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

SWEDEN—High-medium priced men's, youths' knit outerwear, socks. AB Sven Gulin (retailer), Goteborg. WTD 4/26/66.

228 Yarn, thread mills

ENGLAND—Surplus yarns in cotton, wool or synthetics; dyed or undyed. Bankside Manufacturing Co. (exports), Ltd., (yarn spinners and merchants, cloth mfrs., convertors, exporters), Buckingham House, 42 Princess St., Manchester 1. 5/5/66.

NEW ZEALAND—Nylon furnishing fabric yarns of approx. 1200 denier, trilobal texturised; rayon or rayon acetate mixture yarns; and in the fancy field, all types of high count, course, heavy and slub yarns composed of varied boucle effects. Direct purchase and agency. Fabric Weavers, Ltd. (manufacturer), Karamu Rd. N., Hasting. Attn: C.B. Cox, Managing Director.

230 Apparel

SWEDEN—High-medium priced men's, youths' sportswear, swim wear, beach wear, other leisure wear including shirts. AB Sven Gulin (retailer), Goteborg. WTD 4/26/66.

231 Men's youths', boys' suits, coats, overcoats

★★ **AFGHANISTAN—Trade Mission**

Odd lots and close-outs of men's, youths', boys' clothing of all kinds, including suits, coats, overcoats, work, sports clothes, allied garments. Afghan-Europe Tazamoni (importer), P.O. Box 314, Kabul. WTD in preparation. TM 48, 49.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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233 Women's, misses', juniors' outerwear

NETHERLANDS—Blouses, knitwear, ladies' fashion articles in lots that may be out of fashion in the U.S. and therefore comparatively cheap. Mode-Import J.F. Van Cleef, N.V. (importer, exporter), 95 O.Z. Achterburgwal, Amsterdam. WTD 5/2/66.

235 Hats, cloth, men's and boys'

● **IRAQ**—Berets, 145,000 army type. Tender No. ORD/30/1966, bid deadline June 28. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

239 Tents, canvas

● **IRAQ**—Tents, 2,450 of various size with accessories; also iron hammers, 500 for use with tents. Tender No. ORD/25/1966, bid deadline June 21. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

262 Paper mills

★★ **AFGHANISTAN—Trade Mission**

Wrapping paper for packages. Pashtoon Market (importer, wholesaler), Shop 43, 2nd fl., Kabul. TM 35.

275 Commercial printing

● **CYPRUS**—2 million air letter forms (aerogrammes) size 8 ⅜" x 10⅛" cut to shape, printed, gummed. Tender No. 453/64, bid deadline July 16. President of Tender Board, Treasury, Nicosia, Cyprus.★ (Telephone: 202-WO 7-4115).

283 Drugs

GERMANY—Pharmaceutical preparations for veterinary use (household pets). Direct purchase and/or agency. Requests quotations c.i.f. U.S. ports. Dr. Pflug Handels GmbH. (importer, exporter), P.O. Box 1267, 5 Koeln 1. WTD 5/4/66.

284 Soap, detergents, cleaning preparations

GERMANY—Cosmetic articles of all kinds. Direct purchase and/or agency. Requests quotations c.i.f. U.S. ports. Dr. Pflug Handels GmbH. (importer, exporter), P.O. Box 1267, 5 Koeln 1. WTD 5/4/66.

★★ **IRAN—Trade Mission**

Aluminum sulphate (powder) 1000 tons a year for water treatment. Calcium sulphate (lime) approx. 700 tons a year for water treatment 99% pure. Khorramshahr Water & Sewage System Sazman Ab, Fazel Ab, Khorramshahr. (Government agency). TM 64K.

285 Paints, varnishes, lacquers, enamels

★★ **AFGHANISTAN—Trade Mission**

Paints of all kinds. Interested in distributorship. Pashtoon Market (importer, wholesaler), Shop 43, 2nd fl., Kabul. WTD in preparation. TM 34.

287 Agricultural chemicals

★★ **IRAN—Trade Mission**

Agricultural insecticides, in bulk, for solutions, dusts. Asia Chemical and Industrial Corp. (importer, wholesaler, retailer), 163 Eisenhower Ave., Tehran. WTD 6/24/65. TM 8T.

289 Chemical specialties

● **BURMA**—Whiting powder (calcium carbonate), superior grade, 6 mt. tons; plumbago (graphite), very fine, for foundry use, 12 mt.; graphite flake, 112 lb.; graphite pipe joint compound, 1 hundredweight; graphite powder, 28 lbs.; case hardening Kasenit No. 1. (chemical compound of potassium suitable for case hardening of steel), 200 lbs.; case hardening Kasenit No. 2, 300 lbs.; case hardening Kasenit No. 3, 600 lbs. Complete product descriptions, grades, sizes, type of containers unspecified on all above items. Tender No. 108 (T)/MCY-BR/65-66, bid deadline July 6. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WOrth 7-2008).

★★ **IRAN—Trade Mission**

Waterproofing agents for concrete structures. James A Raphael (manufacturers' representative, importer), P.O. Box 2871, Tehran. WTD 2/15/66. TM 120T.

301 Tires, tubes

★★ **IRAN—Trade Mission**

Truck tires; sizes 11 x 20, 12 x 24; 16 ply or best quality. Sherkat Tavoni Kameyoun-Daran, Isfahan Truck Owners Coop. (wholesaler, retailer), Isfahan. WTD in preparation. TM 14T.

326 Pottery, products

★★ **AFGHANISTAN—Trade Mission**

Bathroom accessories, all kinds. Haji Mohammed Hashim (importer), Jade Maiwand, Kabul. WTD in preparation. TM 3.

329 Abrasive products

● **BURMA**—Large quantity of grinding wheels, emery powder, coated abrasives of varying sizes, types. Tender No. 111/T/MCY-BR/65-66, bid deadline July 6. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5652).

ENGLAND—Manganese ore of high grade, 48% Mn minimum, with low iron and phos-

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phorus contents, the iron to be below 1% and the phosphorus below .05%, if possible; 2,500 tons required. Anglian Export-Import. Co., Ltd., (exporters, importers, general merchants), 105-107 Bath Rd., Cheltenham, Gloucestershire. WTD 5/9/66.

● **TURKEY**—Asbestos sheets made of soft white fiber, 100 cm. x 100 cm., max. wgt. 1.2 kg. per sq. meter 1 mm. thick, humidity 5% max., max. heat loss 2% when heated red; quantity, 500 kg. 2 mm. thick and 1,500 kg. 3 mm. thick. Enquiry No. 9/66/3033, bid deadline June 6. Turkish Maritime Bank, Materials Purchasing Dept., Istanbul.★ (Telephone: 202-WO 7-5624).

331 Steel mill products

★★ AFGHANISTAN—Trade Mission

Galvanized steel sheets; galvanized pipes. Haji Mohammad Hashim (importer), Jade Maiwand, Kabul. WTD in preparation. TM 1.

332 Iron, steel foundries

★★ IRAN—Trade Mission

Pipe fittings ("ys", "Tees") for Cast Iron, steel & AC pipe up to 20". Khorramshahr Water & Sewage System, Sazmann Ab, Fazel Ab, Khorramshahr. (government agency). TM 63K.

335 Rolling, drawing, extruding nonferrous metals

★★ AFGHANISTAN—Trade Mission

Electrical wire, cable. Noor Electrical Co., Ltd. (importer, exporter, wholesaler), Labe Darya Khiaban, Kabul. WTD in preparation. TM 13.

342 Cutlery, hand tools, general hardware

★★ AFGHANISTAN—Trade Mission.

Builders' hardware, all kinds. Haji Mohammed Hashim (importer), Jade Maiwand, Kabul. WTD in preparation. TM 2.

★★ IRAN—Trade Mission

Complete set of hand, power tools to equip municipal workshop. City of Khorramshahr. (government agency). TM 55K.

343 Heating apparatus, plumbing fixtures

★★ IRAN—Trade Mission

Oil fired grove heaters for 80,000 tree citrus grove cooperative. Jafar Peyman (citrus grower's cooperative), Jahrom (Fars Province). WTD under preparation. TM 49I.

★★ IRAN—Trade Mission

Equipment for municipal lawn sprinkling system, approx. 300 locations of approx. 100 sq. meters, water pressure min. approx. 30 lb. City of Khorramshahr. (government) TM 49K.

344 Fabricated structural metal products

ECUADOR—Small-capacity steam boilers, generators for laundries, food, similar industries. Requests catalogs with offers. Direct purchase and agency, commission basis. Dr. Gerardo L. Ruesa, Transimpex Ltda. (importer, agent), Casilla Postal 1223, Quito. WTD 2/16/65.

● **INDIA**—Supply 132 kv steel lattice towers to increase transmission system for Damodar Valley Corp., World Bank loan financing. Tender No. PE-SPEC-191, bid deadline 11 a.m., June 13. Tender documents available via airmail for $24.36 a set, check payable to and mailed to Chief Accounts Officer, Damodar Valley Corp., Anderson House, Alipore, Calcutta 27. One copy of tender documents can be examined (not for loan) in Department of Commerce, Building Materials and Construction Industries Division, BDSA(564), Washington, D.C. 20230.

★★ IRAN—Trade Mission

Prefabricated corn cribs. Provimi of Iran S.A. (manufacturer, importer), Eisenhower Ave., General Amidi Ave. No. 125, Tehran. WTD in preparation. TM 5T.

★★ IRAN—Trade Mission

10,000 gas cylinders capable of holding 10 kg. of propane or butane for residential use; also pumps. Nikakhtar Parasagas Co., Zand St., Shiraz. WTD under preparation. TM 29I.

★★ IRAN—Trade Mission

Portable facilities for storing grains, other produce; 2-ton and 20-ton sizes. Dr. Hossain Mohtashem-Noori, Khuzestan Water and Power Authority (Government agency), Dezful. TM 4K.

★★ IRAN—Trade Mission

Portable warehouses. Khuzestan Trading Co., Sherkat Sahami and Tejarati & Komily Bros. (importer, exporter), Khorramshahr. WTD under preparation. TM 25K.

345 Screw machine products

★★ IRAN—Trade Mission

Nuts, bolts, all sizes, metric, English. Abdol Rassul (wholesaler, retailer), Jamshidi Store, Shiraz. WTD under preparation. TM 41I.

351 Engines, turbines

★★ IRAN—Trade Mission

Small diesel engines, 6 to 26 hp. Hariri Trading Co., Passage Fars, Shiraz. WTD under preparation. TM 37I.

352 Farm machinery

★★ AFGHANISTAN—Trade Mission

Wheel type tractors, accessories. Saleh Trading Corp. (importer, exporter), P.O. Box 362, Kabul. WTD 9/20/65. TM 8.

★★ IRAN—Trade Mission

Farm tractors, accessories; combines. G. Manucher Komaili Co. (retailer), Simetri St., Ahwaz. WTD in preparation. TM 5K.

★★ IRAN—Trade Mission

Seed cleaners for agricultural use. Provimi of Iran S.A. (manufacturer, importer), Eisenhower Ave., General Amidi Ave. No. 125, Tehran. WTD in preparation. TM 6T.

★★ IRAN—Trade Mission

Milking machines for dairy farm. Col. Mansour Matin (farmer, livestock raiser), Abbasabad St., Isfahan. WTD in preparation. TM 8I.

★★ IRAN—Trade Mission

Oil-fired heaters for citrus grove with 40,000 producing trees. Ali Alemzadeh (citrus grower), Shiraz. WTD in preparation. TM 50I.

★★ IRAN—Trade Mission

Poultry incubators. Provimi of Iran, S.A. (manufacturer, importer), Eisenhower Ave., General Amidi Ave. No. 125, Tehran. WTD in preparation. TM 4T.

★★ IRAN—Trade Mission

Powered lawn mowers for municipal use (approx. 10). City of Khorramshahr, Khorramshahr (government). TM 48K.

★★ IRAN—Trade Mission

Tractor parts. Americasia Iran, Ltd. (importer, wholesaler), Irano-Gharb Bldg., Ave. Shah-Reza, Tehran. WTD 3/10/66. TM 127T.

353 Construction machinery

★★ IRAN—Trade Mission

Machine for shallow and deep waterwell drilling. Ghassem Montakheb, Khiaban Saadi, Shiraz. WTD under preparation. TM 35I.

★★ IRAN—Trade Mission

Portable cranes to mount on trucks, 3-4 ton capacity. Also pneumatic air hammers with compressors to break concrete. City of Khorramshahr. (government). TM 50K.

★★ IRAN—Trade Mission

Water well drilling machinery. Khuzestan Trading Co., Sherkat Sahami and Tejarati & Komaly Bros. Khorramshahr. WTD under preparation. TM 24K.

★★ IRAN—Trade Mission

Front end loaders, capacity 2 tons. Abdol Rassul (wholesaler, retailer), Jamshidi Store, Shiraz. WTD under preparation. TM 43I.

354 Metalworking machinery

CYPRUS—Complete steel rolling mill machinery, equipment for small plant with annual production capacity of 5,000 tons of concrete reinforcing rods from scrap, salvage metals. Price range low to medium. Delivery c.i.f. Cyprus ports. Suppliers should include installation, commissioning costs. Joannou & Paraskevaides, Ltd. (building contractor), P.O. Box 1178, Nicosia. WTD 5/5/66.

FRANCE—Power-driven hand tools of all types, electric and pneumatic tools, related industrial, workshop equipment. Agency and direct purchase. Requests catalogues, price lists. Inter-Outils, (Societe) (wholesaler, agent), 102 rue de la Benauge, 33 Bordeaux-Bastide, Gironde. WTD 4/29/66.

★★ IRAN—Trade Mission

Machinery to manufacture nuts, bolts, hinges, wood screws, including bench lathes, drill presses, (½ to 1 hp.), polishing equipment, grinding tools, presses, cutters. Haji Dowlati Meydan (importer), 24 Th Metri, Ahwaz. WTD under preparation. TM 44K.

★★ IRAN—Trade Mission

Roller equipment, presser, shearing equipment to make items such as steel door bucks of light gauge metals. Abul Ghassem Chitsaz, Saraye Behbahani, Ahqaz. WTD in preparation. TM 1K.

★★ IRAN—Trade Mission

Tools for joining, cutting steel & AC pipe up to 4" max ID. Tools for welding, joining PVC pipe up to 4" ID. City of Khorramshahr (government). TM 51K.

★★ IRAN—Trade Mission

Equipment for manufacture of bottled gas cylinders, (butane or propane gas). Nikakhtar

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Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Parasagas Co., Zand St., Shiraz. WTD under preparation. TM 28I.

TAIWAN—Aluminum extrusion press, used; capacity approx. 1,200 tons. China Trade & Development Corp., (importer, exporter, agent), 3rd Fl., Tai An Bldg., 59 Kuan Chien Rd., Taipei. WTD 12/13/65.

355 Special industry machinery

★★ AFGHANISTAN—Trade Mission

Equipment for dried fruit processing, packaging. Dr. Olaf Bergelin, Educational Services, Inc., USET (government agency), USAID, Kabul. TM 16.

★★ AFGHANISTAN—Trade Mission

Vegetable oil extraction equipment for cottonseed, linseed, sesame seed; crushing capacity 3000 tons annually. Requires complete plant equipment and operating supervision for one year. Must include electricity generating plant. Faryab Ltd. (Maimana) (exporter), Shari-Nau, Kabul. WTD in preparation. TM 18.

★★ AFGHANISTAN—Trade Mission

Machinery to manufacture leather from cattle, sheep, goats; 500 skins daily. Equipment for processing 500 animal casings daily. Haji Mohammed Ibrahim (exporter), Sari Shahzada, Kabul. WTD in preparation. TM 17.

★★ AFGHANISTAN—Trade Mission

Weaving machinery for synthetic textiles, for proposed new textile mill. Mohammed Taheir Sarwari (importer, exporter), Jadi Maiwaind, Kabul. WTD in preparation. TM 9.

★★ AFGHANISTAN—Trade Mission

Machinery for the manufacture of electric light bulbs. Noor Electric Co., Ltd. (importer, exporter, wholesaler), Labe Darya Khiaban, Kabul. WTD in preparation. TM 11.

★★ IRAN—Trade Mission

Cutting saws, sanders, polishers, other equipment to finish mined marble and travertine of ½ to 1 yd sizes, electric powered, 220 V, A.C., 50 cycles. Mahmoud Akhavan Sarraf, (quarrying), Saraye Mokhles, Isfahan. WTD in preparation. TM 18I.

★★ IRAN—Trade Mission

Reconditioned textile spinning, weaving, finishing equipment. Simin Textile Factory, Dastgerd, P.O. Box 16, Isfahan. WTD in preparation. TM 1I.

★★ IRAN—Trade Mission

Equipment for fruit packinghouse including tomato, tomato juice canning line, packing line for fresh grapes, peaches, apples, vegetables. Ghassem Montakhab (importer), Khiaban Saadi, Shiraz. WTD under preparation. TM 47I.

★★ IRAN—Trade Mission

Machinery to manufacture wooden oval hammer handles. Haji Dowlati (importer), Meydan 24th Metri, Ahwaz. WTD under preparation. TM 45K.

★★ IRAN—Trade Mission

Machinery for grease manufacture, including sodium grease, calcium grease, aluminum grease. Abdol Majid Fathi Hohse (manufacturer, importer), Meydan Ahwaz, Ahwaz. WTD under preparation. TM 38K.

★★ IRAN—Trade Mission

Equipment to convert sewage to compost. City of Khorramshahr (government agency). TM 57K.

★★ IRAN—Trade Mission

Machinery for manufacturing shredded wheat, other breakfast foods. Abdul Hossain Dehkan (manufacturer), 303 Zand Ave., Shiraz. WTD under preparation. TM 36I.

★★ IRAN—Trade Mission

Complete equipment for white cement plant; capacity 200 tons daily. Jamal-Eldin-Imami and Sons (importer, exporter), Isfahan. WTD in preparation. TM 10I.

★★ IRAN—Trade Mission

Equipment to manufacture porcelain insulators. Habib Khamsi (purchasing agent), Zand Ave., Shiraz. WTD under preparation. TM 30I.

★★ IRAN—Trade Mission

Automatic packaging equipment to process, package lunches, sandwiches, vegetables, chicken, fruit. Valile Montakhab (manufacturer, retailer), Shiraz. WTD under preparation. TM 32I.

KOREA—Potato chip manufacturing machinery, semi-automatic, including oil refining equipment; capacity 60 to 100 lb. per hr. Desires technical help. Han Kook Food Co. (manufacturer), 179-62 Sungpuk-dong, Sungpuk-ku, Seoul. WTD 3/15/66.

TAIWAN—Equipment or processes for making permanent creases in garments, or permanent-pressed cloth. Requests brochures, price information. Direct purchase and agency. Orient Trading Co., Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 10/27/65.

356 General industrial machinery

★★ AFGHANISTAN—Trade Mission

Water pumps, shallow, deepwell. Saleh Trading Corp. (importer, exporter), P.O. Box 362, Kabul. WTD 9/20/65. TM 8.

● **COLOMBIA**—Supply, manufacture, design of pumping equipment for filtered water for the Limoncito-Santa Helena project. There are to be three (3) pumps each with a capacity of 100 hp. Bid deadline July 18. Terms, specifications may be obtained for $5 from Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga, Medellin.

★★ IRAN—Trade Mission

Centrifugal water pumps, 150-300 ft. head. Col. Mansour Matin (former, livestock raiser), Abbasabad St., Isfahan. WTD in preparation. TM 9I.

★★ IRAN—Trade Mission

Water pumps, centrifugal, low pressure, (up to 225 psi) for coupling to small diesel engines; capacity 6,600 U.S. gpm. Harnri Trading Co. (exporter, importer), Passage Fars, Shiraz. WTD under preparation. TM 38I.

★★ IRAN—Trade Mission

Water pumps operating at 100 psi; 1400 rpm, 100 cubic meters per hour, electric. City of Khorramshahr. TM 52K.

★★ IRAN—Trade Mission

Roller, ball bearings. Abdol Rassul (wholesaler, retailer), Jamshidi Store, Shiraz. WTD under preparation. TM 42I.

★★ IRAN—Trade Mission

Machine to package gum arabic in packs of 100 kilos. Product is crystalline—sized from ¼"-¾". Haji Hossein Saki, Pahlavi Ave., Ahwaz. WTD under preparation. TM 41K.

★★ IRAN—Trade Mission

Irrigation pumps. Ghassem Montakhabi, Khiaban Saadi, Shiraz. WTD under preparation. TM 34I.

358 Service industry machines

★★ AFGHANISTAN—Trade Mission

All equipment for modern laundry, dry cleaning plant, including 18 kilo dry cleaning machine (one drum type), washing machines, steam boiler. Complete chemical set-up, including source of perchlorethylene. Artizada Co. (service), P.O. Box 250, Kabul. WTD in preparation. TM 27.

ENGLAND—Industrial dishwashing machines, dispensing devices for both mechanical and hand dishwashing, incorporating equipment for both liquid and powder cleaning compounds. For sale to large catering groups such as hotels, restaurants. Cleenol Products, Ltd. (manufacturer, wholesaler, sales agent), 82 Fazeley St., Birmingham 5. WTD 5/6/66.

★★ IRAN—Trade Mission

Complete plant for treatment of drinking water (30 cu. meters daily.) Khorramshahr Water & Sewage System, Sazmann Ab, Fazel Ab, Khorramshahr (government agent). TM 65K.

★★ IRAN—Trade Mission

Municipal refrigeration plant for city of 70,000 population, 200 ton capacity. City of Khorramshahr. TM 53K.

★★ IRAN—Trade Mission

Cold storage facilities for meat, fish, dairy products, fruits. Sherkat Sehami Nakh Fantezi (manufacturer), Khiaban Seyed Ali Khan #17, Isfahan. WTD in preparation. TM 13I.

★★ IRAN—Trade Mission

Domestic air conditioners, electric fans. Haji Hossein Saki (importer), Pahlavi Ave., Ahwaz. WTD under preparation. TM 42K.

★★ IRAN—Trade Mission

Cold storage plant, both low and high temperature, large enough to store 300 tons frozen produce, 1200 tons fresh local grown fruits. Shah Bankareh's Factories (manufacturer), Shiraz. WTD under preparation. TM 24I.

★★ IRAN—Trade Mission

Ice cube making units, automatic, electric 400-230 volts, 50 cycle. Expected vol. 50-100 units annually. Habib Khamsi, Zand Ave., Shiraz. WTD under preparation. TM 31I.

359 Machinery

★★ AFGHANISTAN—Trade Mission

Cotton ginning equipment. Faryab, Ltd., (Maimana) (exporter), Shari-Nau, Kabul. WTD in preparation. TM 19.

361 Electric transmission, distribution equipment

● **IRELAND**—Supply of two 31.5 mva, 110/40 kv transformers. Tender No. ENQ.9518/P.S., bid deadline June 15. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2.

362 Electrical industrial apparatus

● **TAIPEI**—Supply 3 diesel generator sets with control cabinets; 500 kw., .8PF, 60 cycle, 3300 V, 3 phase, 4 wire. Schedule delivery no later than Jan. 31, 1967. Tender No. GF2A-23886, bid deadline 10 a.m., June 10. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4242).

363 Household appliances

★★ AFGHANISTAN—Trade Mission

Electrical household appliances, all kinds. Noor Electric Co., Ltd. (importer, wholesaler, exporter), Labe Darya Khiaban, Kabul. WTD in preparation. TM 14.

GERMANY—Electric can openers; electric hairdressing equipment, household. Requests quotations c.i.f. European ports. Direct purchase and/or agency. Karl Wiegel (wholesaler), Postfach 27 or 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 5/4/66.

● **IRAQ**—Supply of 50 12-Cu.-ft. and 100 6-cu.-ft. refrigerators. Tender No. 26/66, bid deadline July 7. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5345).

364 Electric lighting, wiring equipment

★★ AFGHANISTAN—Trade Mission

Electrical current carrying wiring devices such as outlets, switches. Noor Electric Co., Ltd. (importer, exporter, wholesaler), Labe Darya Khiaban, Kabul. WTD in preparation. TM 12.

365 Radio receivers, phonographs, recorders

IVORY COAST—Phonograph records, record players, radios. Requests replies in French. Mamadou Camara, (importer, wholesaler), Ave. 16, rue 13, B.P. 6048, Abidjan-Treichville. WTD 4/28/66.

MOROCCO—Radio phonographs; transistor radios; television receivers; tapes; tape recorders; audio amplifiers, commercial types; audio systems, slide film projection. Intra Trading Co., Ltd. (importer, wholesaler, retailer, manufacturer), 5 rue des Vignes, Tangier. WTD 4/19/66.

366 Communication equipment

● **ETHIOPIA**—Supply of eleven 3-channel telephone carriers for use on open wire lines. Tender No. 48/66, bid deadline June 17. Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa.★ (Telephone: 202-WO 8-4823).

● **KOREA**—Supply of spare parts for Model 28 teletypewriter, Type 4-D keying head and driver unit, wheatstone perforator. Invitation No. KFX-6062-S, bid deadline June 15. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

371 Motor vehicles, equipment

★★ IRAN—Trade Mission

Automotive spare parts. Americasia Iran, Ltd. (importer, wholesaler), Irano-Gharb Bldg., Ave. Shah Reza, Tehran. WTD 3/10/66. TM 128T.

★★IRAN—Trade Mission

Shock absorbers, gaskets; all types for automobiles. Abdol Rassul (wholesaler, retailer), Jamshidi Store, Shiraz. WTD under preparation. TM 45I.

★★ IRAN—Trade Mission

Self-propelled (Diesel if possible) street cleaning equipment (5 units). City of Khorramshahr. TM 54K.

VENEZUELA—Tractor engine parts. Distribution for Caracas area. Requests replies in Spanish. Luis Antonio Zapata "Repuestos y Maquinaria Zapata" (importer, wholesaler), Puente 9 de Diciembre, Frente al INOS, El Paraiso, Caracas. WTD 5/3/66.

373 Ship, boat building, repairing

★★ IRAN—Trade Mission

Five 200-300 ton trawlers equipped with cooling and cold storage facilities, some to be equipped for shrimp fishing. A.A. Hakimzadeh Asl, P.O. Box 51, Khorramshahr. WTD under preparation. TM 60K.

★★ IRAN—Trade Mission

2 or 3 used self propelled barge boats, capacity 600-1000 tons, draft 8 to 12 ft. Diesel power 400 to 600 hp. Seyed Haji Hassan Ghazi (importer), Khorramshahr. WTD under preparation. TM 59K.

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374 Railroad locomotives

● **SUDAN**—Supply of 23 diesel hydraulic shunting locomotives. Contract No. 3341, bid deadline July 18. Controller of Stores, P.O. Box 65, Atbara. Specifications, relevant drawings may be obtained from above address upon payment of $28.60. This purchase is being financed by IBRD loan.★ (Telephone: 202-WO 7-4816).

● Supply of 14 diesel main line locomotives (light). Contract No. 3345, bid deadline July 16. Controller of Stores, P.O. Box 65, Atbara. Specifications, relevant drawings may be obtained from above address upon payment of $28.60. This purchase is being financed by IBRD loan.★ (Telephone: 202-WO 7-4816).

375 Motor cycles, bicycles, parts

★★ IRAN—Trade Mission

Motor cycles, motor scooters, motor bikes, small engines. Ahmad Arjomandy, Ave. Pahlavi, Ahwaz. WTD under preparation. TM 22K.

381 Engineering instruments, equipment

● **CHILE**—Supply of engineering, related electrical equipment for collection of tolls on five highways, complete with necessary accessories. Bid deadline June 16. Terms, specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Ministerio de Obras Publicas, Oficinas del Director General de Obras Publicas, Morande 59, 3rd. piso, Santiago.★ (Telephone: 202-WO 7-2939).

★★ IRAN—Trade Mission

Laboratory equipment to determine amount of salinity in water. Khorramshahr Water & Sewage System, Sazmann Ab., Fazel Ab., Khorramshahr. (government agency). TM 62K.

382 Instruments for measuring, controlling, indicating physical characteristics

★★ IRAN—Trade Mission

Device to locate buried pipe of all types; also device to locate leaking buried pipe. Khorramshahr Water & Sewage System. Saymann Ab., Fazel Ab, Khorramshahr (government agency). TM 61K.

384 Medical instruments

● **GREECE**—Supply of one device for telecobalt treatment (therapy) apparatus. Tender No. 14/65, bid deadline undetermined. Estimated value: $66,300. Institute of Social Insurance (IKA), Import Supply Committee, 8 Agniou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

● **IRAQ**—Supply of 10,000 bullet-proof steel helmets made of special manganese-steel sheets. Tender No. ORD/32/966, bid deadline July 2. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● **KOREA**—Supply of hospital equipment including, but not limited to, single rotary; aspirator; anasthesia apparatus; microscope set; X-ray therapy unit; electrocardiograph. Tender No. KFX-6063-S, bid deadline June 21. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

● **IRAQ**—Supply of 600 goggles for motorcycle drivers; 6,000 snow goggles for army use; and 400 pairs of leather gloves for motorcycle drivers. Tender No. ORD./36/1966, bid deadline July 2. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

● **TURKEY**—Supply of photographic equipment including, but not limited to, the following: four 16-mm. film cameras, complete with assorted lenses, filters, sound equipment and accessories; one set complete film developing equipment; three 16-mm;. and one 35-mm. film editing desk; two film splicers; ten assorted film winding equipment; one complete set of 16-mm. film projection equipment; etc. Bid deadline July 11. Approximate value:

$140,000. Bidding specifications in English available at $40 per copy from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara, including air mail charges. TRT Genel Mudurlugu, Evrak Mudurlugu, Ankara, Turkey. (Radio and Television Assn. of Turkey).

Malaysia issues tender for supply of cranes

The National Electricity Board of the States of Malaya, P.O. Box 1003, Kuala Lumpur, Malaysia, is issuing Tender No. 1428/12, through the consulting engineer firm, Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, London, SW.1., England, for the supply delivery and erection of six cranes for the new thermal power station at Port Dickson, State of Negri Sembilan, Malaya.

The cranes required are one 85-ton electric crane; one 150-ton goliath crane; two 25-ton pendant cranes; and two 10-ton pendant cranes. Bids are to be delivered simultaneously at the National Electricity Board and the London offices of Preece, Cardew and Rider by 12 noon, Aug. 10.

Specifications will be available from the London offices of Preece, Cardew and Rider (above address) as of June 10, and the set of four documents may be obtained for $70. Additional copies are available for $8.40.

A brief description is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Leeman-Stage Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 309 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 226-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

AUSTRIA—Textiles for manufacture of men's, women's garments of all kinds; cotton, wool, man-made fiber. Rudolf Zeitler (agent, wholesaler, importer), Baeckerstrasse 3, A-1010 Vienna. WTD 4/28/66.

Dress, blouse, apron materials; material for work garments; lining, padding material; non-rubber elastic fabrics; man-made woven fabrics for parkas, other sportswear. Richard Schlesinger (agent), Franz Josefs-Kai 21, A-1010 Vienna. WTD 4/28/66.

243 Prefabricated structural wood products

FRANCE—Decorative wood panels for residences, prefabricated wood partitions, wallboards, related lines, including good quality articles, products of all kinds for home decoration. Agency for France or section. Requests replies in French. Bernard Croquet, (sales agent, dealer), 212 rue Judaique, 33 Bordeaux, Gironde. WTD 5/9/66.

251 Household furniture

FRANCE—Wooden home furniture (early American, colonial, other styles), including living room, bedroom, dining room sets. Agency for France or section. Requests replies in French. Bernard Croquet, (sales agent, dealer), 212 rue Judaique, 33 Bordeaux, Gironde. WTD 5/9/66.

273 Books

AUSTRALIA—Children's books, especially those related to art. Robert Ross, Pty., Ltd. (agent), 113 Palmer St., E. Sydney, N.S.W. WTD 4/27/66.

283 Drugs

AUSTRALIA—Gas Odorants. Swift & Bleakley, Pty., Ltd., (wholesaler), 149 Milton St., Ashfield, N.S.W. WTD 4/14/66.

286 Gum, wood chemicals

NEW ZEALAND—Pine Oil. G. Satherley, Chemical Dept. Gollin and Co., Ltd., Huddart Parker Bldg., Post Office Sq., Wellington. WTD 9/12/65.

287 Agricultural chemicals

★★ IRAN—Trade Mission

Agricultural fertilizers, insecticides. Jahangir Dareh Shuri (land owner, tribal leader), Mehregerd, Shah/Reza. WTD in preparation. TM 12I.

PAKISTAN—Fertilizers: ammonium sulphate, urea. Requests quotations c&f Karachi. Parvez Trading Co. (importer, agent), Fadoo Bldg., Bunder Rd., Karachi. WTD 4/14/66.

331 Steel mill products

PAKISTAN—Steel sheets, tinplate, pig iron, allied products. Requests quotations c&f Karachi. Parvez Trading Co. (importer, agent), Fadoo Bldg., Bunder Rd., Karachi. WTD 4/14/66.

343 Heating apparatus, plumbing fixtures

★★ AFGHANISTAN—Trade Mission

Bathroom fixtures; plumbing fixtures, sanitary ware. General Construction Industries, Charai Ansari, P.O. Box 16, Kabul. WTD in preparation. TM 28.

344 Fabricated structural metal products

★★ AFGHANISTAN—Trade Mission

Steel roofing and other building materials. General Construction Industries, Charai Ansari, P.O. Box 16, Kabul. WTD in preparation. TM 29.

351 Engines, turbines

PAKISTAN—Diesel engines. Requests quotation c&f Karachi. Parvez Trading Co. (importer, agent), Fadoo Bldg., Bunder Rd., Karachi. WTD 4/14/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

352 Farm machinery

★★ IRAN—Trade Mission

Farm equipment; tractors. Jahangir Dareh Shuri (land owner, tribal leader), Mehregerd, Shah/Reza. WTD in preparation. TM 11I.

★★ IRAN—Trade Mission

Offset disks, levelers, ditchers. Electric and Agricultural Development Co. (import representative), 24 Metri St., Pahlavi Ave., Ahwaz. WTD under preparation. TM 26K.

★★ IRAN—Trade Mission

Agricultural implement lines, haymaking equipment, hydraulic operated ditch cleaning machines. Irano Co. (importer), Saremieh Ave., Isfahan. WTD in preparation. TM 4I.

353 Construction machinery

PAKISTAN—Road construction equipment; earth moving equipment. Requests catalogs, quotations c.&f., Karachi. Sir E. H. Jaffer & Sons, Ltd. (importer, agent), 28 Victoria Rd., Karachi 3. WTD in preparation.

VENEZUELA—Tractors, wheel, tracklaying, for construction. Agency for Caracas area. Requests replies in Spanish. Luis Antonio Zapata "Repuestos y Maquinaria Zapata" (importer, wholesaler), Puente 9 de Diciembre, frente al INOS, El Paraiso, Caracas. WTD 5/3/66.

354 Metalworking machinery

★★ IRAN—Trade Mission

Steam cleaning equipment for tractors. Irano Co. (importer), Saremieh Ave., Isfahan. WTD in preparation. TM 6I.

355 Special industrial machinery

★★ IRAN—Trade Mission

Onion dehydration plants. Irano Co. (importer), Saremieh Ave., Isfahan. WTD in preparation. TM 5I.

★★ IRAN—Trade Mission

Packing equipment for fruits, vegetables. M.H. Komaily Bros. (importer), Ahwaz. WTD in preparation. TM 16K.

358 Service industry machines

★★ IRAN—Trade Mission

Air conditioning units 11,000 to 21,000 BTU, on exclusive distributorship basis. Abdolmajid Fathi Hohse, Meydan Ahwaz, Ahwaz. WTD under preparation. TM 37K.

369 Electrical machinery

★★ IRAN—Trade Mission

X-ray Equipment for hospital use. Poulon Co., Ltd. (importer, agent), 213 Ekbatan Ave., Tehran. WTD 8/2/65. TM 50T.

384 Surgical, medical, dental instruments

AUSTRALIA—Anaesthetics, dental; Dental materials, general. James N. Stewart & Co. (wholesaler), 134 Katoomba St., Katoomba. WTD 4/29/66.

★★ IRAN—Trade Mission

Equipment for hospital installation, use, including instruments. Poulon Co., Ltd. (importer, agent), 213 Ave. Ekbatan, Tehran. WTD 8/2/65. TM 49T.

394 Toys, amusement, sporting goods

AUSTRALIA—Hobbyist construction kits. Robert Ross, Pty., Ltd. (agent), 113 Palmer St., E. Sydney, N.S.W. WTD 4/27/66.

395 Pens, pencils, office, artists' materials

AUSTRALIA—Oil paintings by numbers and paint-by-the-number scrolls. Robert Ross, Pty., Ltd. (agent), 113 Palmer St., E. Sydney, N.S.W. WTD 4/27/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRIA—Dkfm. Richard Bausback, an official of the local Society for Promotion of Plastics Techniques (GFKT), Severingasse 9, A-1090 Vienna, **interested in visiting plastic engineering and manufacturing plants to discuss possible licensing agreements.** Mr. Bausback will act as guide for 35-40 Austrian plastic fabricators who will visit the National Plastics Exposition in New York June 6. June 3 via New York for three weeks. c/o The Austrian Trade Delegate in the U.S., 31 E. 69th St., New York, N.Y. 10021. Itinerary: Boston June 3-4; New York June 5-8; Wilmington, Delaware June 9; Washington June 10-11; Cleveland June 13; Buffalo, Syracuse, Springfield June 15-18; New York June 18-20. WTD in preparation.

CHILE—Zoltan Martonffy M., Martonffy & Cia. Ltda., Estado 111, Santiago, **interested in construction of industrial plants and requesting technical information.** Second half of May via Norfolk for approximately 30 days. c/o Department of Commerce Field Offices en route. Itinerary: Washington, Philadelphia, New York. WTD 12/21/65.

ITALY—Dante Bini, Architect and President of Bini-Shells S.p.A., 14 Via Farini, Bologna, **wishes to contact firms producing thermoacoustic insulating materials, large building contractors to discuss licensing agreement for use of patented building technique for reinforced concrete.** First part of May via New York for one month. c/o Italian Consulate General, 690 Park Ave., New York, N.Y. 10021. Itinerary: New York, Manhattan, Kansas, San Francisco, Washington, Baltimore. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

★★ AFGHANISTAN—Trade Mission

Raisins, pistachios. Alfredi, Ltd., (exporter, importer), P.O. Box 107, Kabul. WTD in preparation. TM 54.

★★ AFGHANISTAN—Trade Mission

Raisins. Hamidi Stores (importer, exporter), Jade Maiwand, Kabul. WTD in preparation. TM 60.

★★ IRAN—Trade Mission

Dates on L/C basis. Sherkat Tazameni Saderati Jalal Movaghar (exporter), Pahlavi Ave., Khorramshahr. WTD under preparation. TM 67K.

227 Floor coverings

★★ IRAN—Trade Mission

Carpets. Mohamad-Hassan-Tehrani (importer, exporter), Timcheh Qahveh-Kashiha, Isfahan. WTD in preparation. TM 17I.

281 Industrial chemicals

GERMANY—Raw chemicals of all kinds. Price quotations f.o.b. European ports. Dr. Pflug Handels GmbH. (importer, exporter), P.O. Box 1267, 5 Koeln 1. WTD 5/4/66.

505 Farm products—raw materials

★★ IRAN—Trade Mission

Soft wool. Mohamad-Hassan-Tehrani (importer, exporter), Timchet Qahveh-Kashiha, Isfahan. WTD in preparation. TM 15I.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Business Firms—Kuwait, April.
Canneries and Frozen Foods—Producers and Exporters—Iran.
Confectionery—Importers, Dealers and Manufacturers—Belgium, April.
Curios, Novelties and Handicrafts—Manufacturers and Exporters—Greece.
Dental Supply Houses—Greece.
Dental Supply Houses—Turkey.
Furniture—Importers and Dealers—Hong Kong.
Laundry and Dry Cleaning Industry—Haiti.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Trinidad and Tobago.
Vending Machines—Importers and Dealers—Denmark.
Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—United Kingdom, April.
Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Panama, April.
Photographic Supplies Dealers and Photographers—Spain, April.
Plastics Materials—Importers and Dealers—Federal Republic of Germany and West Berlin, April.
Plastics Materials—Importers and Dealers—Netherlands Antilles.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed, in such cases additional information is published as it is obtained.

AUSTRALIA—A development project in the center of Perth is expected to cost about $5.6 million. An investment company headed by the British industrialist Sir Halford Reddish plans an 8 story, 150 room, international hotel, costing nearly $4 million. This hotel would be completed in 1968 and will replace the adjoining Adelphi Hotel and a multi-storied office building constructed on the site. A substantial interest in the investment company, St. George's Investment Australia Proprietary, Ltd., is held by the British contracting company of McAlpine.

ECUADOR—U.S. firms interested in entering a bid for the construction of the Naranjal-El Guabo sectors of the Manuel L. Calle Route—Machala and Quevedo Highway must first be pre-qualified under the Ecuadorean Law of Tenders. To do this they must furnish documentation "attesting to their technical capacity and moral and financial solvency." (SIC.) These documents, in the Spanish language should be sealed in a single envelope and addressed to the Ministerio de Obrase Publicas y Communicaciones, Comite de Licitaciones, Quito. The specifications for the actual bid call will only be released to those firms that have been prequalified. This project is to be financed by a consortium road loan granted by the Agency for International Development and the International Development Assn., an affiliate of the World Bank.

FINLAND—Improvements to highway transportation will be partially funded with a newly approved loan equivalent to $20 million by the World Bank.

The project includes construction of a four-lane, 7.2 mile freeway, with approach roads, between Tampere and Kulju; construction of the Kyronsalmi Bridge, with adjacent road sections to the island town of Savonlinna; asphalt paving of about 1,250 miles of road during 1966 and 1967; and final engineering and design of an additional 210 miles of roads.

The road project will be executed by the National Board of Roads and Waterways (NBR), an organization within the Ministry of Communications and Public Works responsible for construction and maintenance of all public roads in Finland. All works should be finished in late 1968, at a total cost estimated equivalent to $40 million. Contracts for the works will be awarded on the basis of international competitive bidding.

This series of projects is part of a National Transportation survey also financed by a World Bank loan. The recommended investment of $3 billion in the road sector involves construction, improvement and paving of some 19,000 miles of highways in the next 10 years.

A report summarizing the findings of the "Survey on Transportation in Finland" completed recently by the Netherlands Engineering Co. (NEDECO) is available to U.S. firms on a 5-day loan from the Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

In addition to the 9.5 billion Finnish marks allocated for highways, 2.3 billion is allocated for railroads; 230 million for aviation and 221 million for the construction of the Saimaa Canal. The total cost of the 10 year program is estimated at 12.4 billion (10 Finnish marks=US$3.15).

INDIA—Construction of the second Hooghly River Bridge linking Calcutta with Howrah may begin sometime next year. Reportedly, global tenders for design and construction may be called next fall by the West Bengal Government. The cost of the bridge is estimated at $38 million and is to be completed by 1971. At high tide, the bridge will have a clearance of 120 ft. over the Hooghly River. Should tenders be limited to Indian firms, U.S. engineering and construction firms may consider the possibility of a joint venture with local firms.

Write: Commissioner of the Development and Planning (T&CP) Dept., Government of West Bengal, and the Calcutta Metropolitan Planning Organization, 19 Rabindra Sarani, Calcutta, India.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

IRAQ—The contract for construction, supply, delivery, starting up and supervision of operation of the refrigeration station and auxiliaries for the Cotton Textile Factory in Kut has been awarded at ID 149,840 ($419,552) to the Electrical Design and Installation Co., Akrawi Bldg., Al-Kifah St., Baghdad. This firm is the Worthington Corp. distributor.

The Oil Planning & Construction Administration and the Administration of Distribution of Oil Products has awarded contracts for the supply of 217 electric curbside pumps for gasoline, kerosine and gas oil to the A. O. Smith Co. of Erie, Pa., at a total price of ID 65,000 ($182,000).

MEXICO—Approval of a loan equivalent to $19 million by the World Bank will assist in financing the rehabilitation and expansion of irrigated districts in central and northern Mexico. The principal works involve construction of storage dams, lining, extension and relocation of canals, construction or rehabilitation of 385 miles of roads in the project areas, and leveling of farm land. A program of improved operation and maintenance will be started and the necessary equipment will be provided.

Experts from the Food and Agriculture Organization of the United Nations participated in appraising the project under the joint World Bank/FAO cooperative program.

Total cost of the projects is estimated at the equivalent of about $65 million. The Bank loan will cover $19 million and the balance will be financed by the Mexican Government. The Bank loan will be used mainly for civil works and to a lesser extent for machinery and spare parts. Contracts for construction and the purchase of equipment and supplies will be based on international competitive bidding. Executing and operating the projects is the Secretaria de Recursos Hidraulicos (SRH), a Government Ministry established to develop and administer the water resources of Mexico.

PERU—A loan equivalent of $9.1 million to Peru for construction of a modern deep-water port at Pisco, about 170 miles south of Lima was approved by the World Bank.

The new port will be situated on the west side of Paracas Bay, about 22 miles from the port and town of Pisco. The Government is building a new two-lane road to provide access to the existing road system. Included in the Bank-financed project is dredging, a four-berth wharf 700 meters long, a 100 meter small-boat wharf, transit sheds and warehouses, adjoining the new wharf, filling and leveling of the port area, construction of service roads, utilities, water supply administration and other ancillary buildings, the provision of a tugboat and port operating equipment, and engineering and operations consulting services. Funds from the loan will also finance technical studies and design work for improvements at the ocean port of Chimbote and at the river ports of Iquitos, Yirimaugas, Pucallpa and Maldonado.

At present, the Direccion de Administracion Portuaria (DAP), a Bureau of the Peruvian Finance Ministry, has charge of all Peru's public ocean and river ports except Callao and Salaverry. The Government plans to establish a National Port Authority with jurisdiction over all the public ports, with the exception of Callao which has its own autonomous port authority, with wide management powers and financial autonomy. The Government will hire consultants to install a modern commercial accounting system for the new Port Authority, prepare initial tariffs, and advise on matters related to the proposed reorganization of port administration. Responsibility for the execution of the Pisco port project will be transferred to the new authority when it is established.

The project is scheduled for completion by October 1969 at a total cost estimated at $14.7 million. The Bank loan will cover the foreign exchange requirements and the remaining costs will be financed by the Government. The construction contract and the procurement of equipment will be carried out under international competitive bidding.

SOUTH AFRICA—(1 rand=$1.40) A 34.2 million rand contract for construction of Hendrik Verwoerd Dam in the 450 million rand Orange River Project has been awarded to a French-South African consortium. The consortium, consisting of the South African mining house, Union Corp., and two French engineering firms, Societe Dumez and Societe Andre Borie, submitted the lowest of six final tenders. The dam wall is scheduled for completion in mid-1971. When completed, the dam will be the fifth largest reservoir in the world with a storage capacity of 13.3 million acre feet of water.

The Johannesburg City Council awarded to H. Alers Hankey, Ltd., the contract for erection of aluminum roadway railings on the Berea Street Motorway; Shaft Sinkers, (Pty), Ltd., for foundation construction and related works on the central portion of the North-South Motorway; the joint tender of Lewis

Construction Co., (S.A.), and Dyckerhoss and Widman-Thompson, (Pty), Ltd., for construction of the End Street Motorway; and to African Batignolles Construction, (Pty), Ltd., the contract for the Jan Smuts Underpass on the central portion of the North-South Motorway.

THAILAND—A $1 million loan has been authorized by the Export Import Bank to the Bangkok Intercontinental Hotels Co., Ltd., to help finance a 190-room expansion to a 224 room hotel in Bangkok, scheduled to open in two months. Completion of the addition in 1967 will add significantly to the supply of hotel space in Bangkok.

The new six-story addition will contain central air conditioning, baths for each room and space for service facilities. Bechtel Corp. of San Francisco will supervise construction of the addition, estimated to cost some $2.5 million, including local costs. This is the second loan to the Hotel. The first, authorized in 1961, has helped finance goods and services imported from the U.S. for the first stage of the hotel. Bangkok Intercontinental Hotels is owned jointly by a number of Thai investors and Intercontinental Hotels Corp., an affiliate of Pan American World Airways.

The Siam Iron & Steel Co., Ltd., a new subsidiary of the Siam Cement Co., Ltd., plans to expand annual capacity of its integrated smelting, re-rolling and rolling mill, and section and rod mill operation to 93,000 tons of reinforcing steel and 27,000 tons of shapes and rods by the end of 1967. Further expansion of annual capacity to 120,000 tons of reinforcing steel and 30,000 tons of shapes and rods is now planned for 1970-71. U.S. firms interested in selling equipment and materials for the project should write: F. V. Hemingsen, Siam Iron & Steel Co., Ltd., c/o Siam Cement Co., Ltd., 816 Techawanich Rd., Bangsue, Bangkok, Thailand.

VENEZUELA—The Minister of Public Works reported to the Venezuelan Congress that construction of the "metro" or rapid transit system for Caracas (See INTERNATIONAL COMMERCE, March 8, 1965) will cost $222 million. He expressed the opinion that Venezuela will be able to obtain foreign financing for some 75% of the total costs.

Algeria extends deadline for garbage plant bids

The Office of Studies and Industrial Realization, Ministry of Industry and Energy, Republic of Algeria, has extended the bid deadline for the study and the installation of compost plants, as well as technical assistance, from May 15 to June 15. (INTERNATIONAL COMMERCE, April 4, p. 30).

Specifications for Baghdad University now available

Specifications and tender documents for the 3rd phase or Contract No. 3 of the estimated $4.5 million University in Baghdad are available for review by interested bidders in the office of the consultants, Architects Collaborative International, 63 Brattle St., Cambridge, Mass. The documents can also be purchased from that office for $896. INTERNATIONAL COMMERCE, April 25, p. 29).

U.S. firms to build key Pakistan road

Project results from feasibility study undertaken by N.Y. company

A modern paved highway joining two major cities in the rapidly developing agricultural and industrial Punjab area of West Pakistan will be built with the aid of a U.S. loan authorized by the Agency for International Development.

The loan agreement makes available $15 million for some 200 miles of highway which will link Lahore and Multan.

The AID loan funds will be used for U.S. goods and services only. They will cover dollar costs of engineering design and supervision as well as the construction contract, including imported equipment, services and materials, except for asphalt, cement and steel which the Government of Pakistan will finance.

The Government of West Pakistan, whose Communication and Works Department will execute the project, will contract with a U.S. architectural and engineering firm to design the project, assist with tenders, bids and the award of a construction contract, and supervise the construction. The contracts will be subject to AID approval.

The project is based on a feasibility study by Ammann and Whitney International, a U.S. firm with headquarters in New York, which was financed by the Government of Pakistan.

The new highway will consist of two 12-foot lanes of asphaltic concrete and a separate 12-foot asphalt-surfaced road for the slow traffic. The road complements a single-track railway line which it roughly parallels. Besides eliminating five grade crossings, the new highway will bypass principal towns along the route. Construction will include new overpasses and bridges.

In Pakistan's Third Five-Year Plan, the Lahore-Multan highway rates a priority second only to a highway from Karachi to Hyderabad, which is being financed by the World Bank's affiliate, the International Development Association (IDA).

Morocco to buy turnkey power plant from GE

Morocco will use a $1.6 million Eximbank loan to help finance the purchase of a U.S. gas turbine power plant to be supplied by the IGE Export Division of the General Electric Company under a turnkey contract.

In addition to supplying equipment, related spare parts, and engineering service, IGE Export Division will also provide necessary technical assistance following startup of the new plant, expected in early 1967.

The new plant, to have a capacity of 15,250 kilowatts, will augment existing diesel facilities at Sidi Kacem, 75 miles from Rabat. Fuel for the new plant will be obtained from a petroleum refinery located only two miles from the power station.

AEC-owned Italian patents available for U.S. licenses

The U.S. Atomic Energy Commission has announced the titles of 32 AEC-owned Italian patents on which it will grant licenses.

While the Commission prefers to grant non-exclusive licenses for periods of from three to five years, it may, in specific instances, grant exclusive or limited licenses for limited periods. The specific terms and conditions of each license will be subject to negotiation; however, all licenses will be subject to the AEC's authority to grant licenses to United States nationals.

Inquiries with respect to a license on a particular patent, or group of patents, should be addressed to the U.S. Atomic Energy Commission, Washington, D.C. 20545, Attention: Office of the Assistant General Counsel for Patents.

Copies of the patents are available from the Italian Patent Office, Rome, for a service charge. Abstracts may be obtained from the News Service Branch, Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545.

Expanding Korea nylon plant will buy U.S. equipment

The Korea Nylon Company of Taegu will use a $5.8 million AID loan to pay the foreign exchange costs of expanding its nylon filament plant. Procurement of goods and services with AID funds is limited to U.S. sources.

Chemtex, Inc., a New York firm specializing in synthetic fiber plants, will provide engineering and procurement services. Chemtex owns 50 percent of the stock of Korea Nylon and engineered the construction of the original plant with the help of a $3.2 million loan which was also supplied by AID.

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Calendar *for international traders*

ANAHEIM, CAL.—June 1—All-Orange County International Business Conference, 9:15 a.m., Disneyland Hotel. Speaker: **E. E. Schnellbacher, Bureau of International Commerce**. Sponsors: Southern California REEC, Commerce Dept.'s Los Angeles Field Office, Orange County Chamber of Commerce.

ATLANTA—June 9—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—June 23—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BEAVER FALLS, PA.—June 15—"Join the March on Profits" Conference, Geneva College. Sponsors: Chambers of Commerce of Beaver Falls and Ellwood City; Geneva College; REEC; Pa. Department of Commerce.

BOSTON—June 1 —Conference of Yugoslav Trade Mission to the U.S., 2 p.m., State Street Bank & Trust Co.

BOSTON—June 7—Businessmen's Consultations by appointment only with Edward C. Howatt, Commercial Office, Melbourne, Australia. Field Office.

CEDAR FALLS, IOWA—June 1—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—June 1—Meeting for Exporters, Field Office.

CHICAGO—June 14—Automotive Exporters' Club, Builders Bldg.

HARTFORD, CONN.—June 9—Foreign Trade Workshop, 9:30 a.m.-12:30 p.m., Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Hartford Field Office, Department of Commerce.

HARTFORD, CONN.—June 9—Businessmen's Consultations by appoint ment only with Edward C. Howatt, Commercial Officer, Melbourne, Australia. Field Office.

JACKSONVILLE, FLA.—June 7—Export Conference, 2 p.m., Field Office.

KANSAS CITY, MO.—June 9—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—June 23—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MANSFIELD, OHIO—June 8—Export Expansion Workshop, 10:30 a.m.-2 p.m., Inn America Motel. Sponsors: Cleveland Field Office, Department of Commerce; REEC; Chamber of Commerce; Mansfield News Journal.

MIDDLETOWN, CONN.—June 8—Foreign Trade Workshop, 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Hartford Field Office, Department of Commerce.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

NEWARK, N.J.—June 16—Mobile "Profits in Exports" Conference, U.S. Steel Supply. Sponsors: U.S. Steel Supply; New York Field Office, Department of Commerce.

NEW YORK—June 1—National Hide Assn. Meeting, New York Hilton Hotel. Speaker: **James F. Collins, Deputy Asst. Secretary for Domestic Business.**

NEW YORK—June 6—Society of the Plastics Industry, meeting, Plaza Hotel. Speaker: **LeRoy Collins, Undersecretary of Commerce.**

NEW YORK—June 6-8—Consultations with William J. Drew, Commercial Officer, Bombay, by appointment only, Field Office.

NEW YORK—June 7—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—June 7—"Profits in Exports" Meeting, Chamber of Commerce, Long Island City. Sponsors: Chamber of Commerce; New York Field Office, Department of Commerce.

NEW YORK—June 8—American Managreemnt Assn. East-West Trade Seminar, Hotel Pierre. Speaker: **Lawrence A. Fox, Director, Bureau of International Commerce.**

NEW YORK—June 15—Businessmen's Consultations with members of U.S. Trade Mission to British Guiana, Netherlands Antilles, and Surinam, Garden City Hotel, Garden City, L.I. Sponsors: Long Island Assn. of Commerce and Industry, Inc.; New York Field Office, Department of Commerce.

NEW YORK—June 16—FCIB Drug, Chemical & Food Export Club-Industry Group, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

SAN FRANCISCO—June 16—Conference on Problems in U.S.-Japan Trade, Fairmont Hotel. Sponsors: U.S.-Japan Trade Council, Inc.; Chambers of Commerce of Greater San Francisco and Oakland.

ST. LOUIS—June 14—Export Workshop, Monsanto Company. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—June 28—Export Workshop, Doane Agricultural Service. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WASHINGTON—June 13—Foreign Construction Conference of Associated General Contractors of America, Washington Hilton. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.**

WHITE PLAINS, N.Y.—June 8—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

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